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Nationality of vessels in the sea-borne trade of the United Kingdom in 1971

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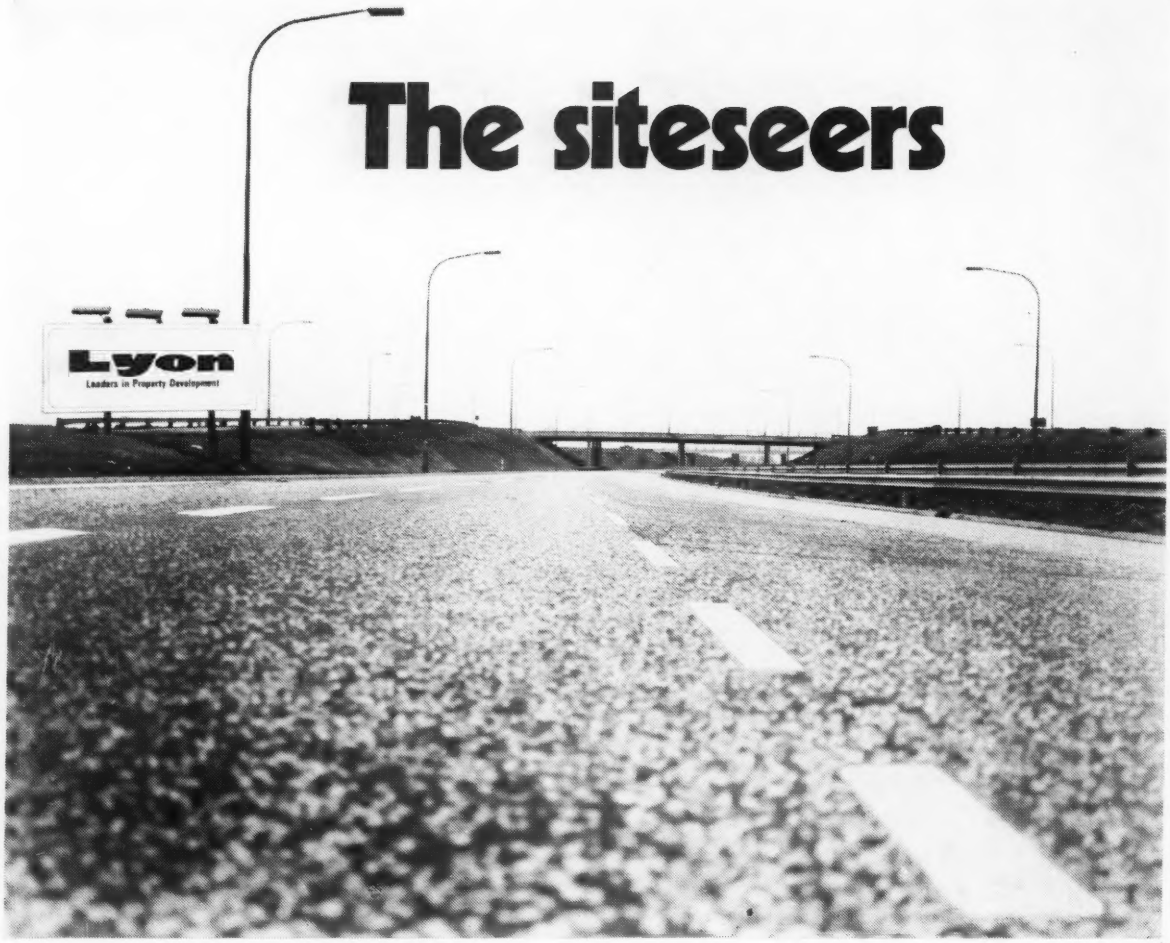

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'Tremendous response' to British industrial exhibition in Hong Kong

by John Parker, British Overseas Trade Board

AN estimated 50,000 visitors have poured into the British Industrial Exhibition during the first three days. This is the first all-British industrial exhibition to be held here, and the tremendous response justifies to the hilt the decision to bring industrial Britain in force to that part of the world. Hong Kong offers a huge market in its own right for industrial machinery and equipment—four million people and an ever-expanding economy which is demanding more and more specialised equipment as well as standard items.

But Hong Kong is more than that. It is the centre of a vast potential market in the Far East, and for that reason the Department of Trade and Industry, as organisers of the exhibition through its Fairs and Promotions Branch, and under the direction of the British Overseas Trade Board, has sponsored daily visits from surrounding areas. High-level influential businessmen and public officials able to influence orders have been brought in from Indonesia, Thailand, Malaysia, Singapore and Korea.

It all began in bright sunshine and with a warm breeze stiffening the British and Hong Kong flags. Princess Alexandra, accompanied by her husband Mr. Angus Ogilvy, opened the exhibition.

Mr. T. W. Aston, the senior British Trade Commissioner in Hong Kong, introduced the Princess and paid tribute to the fast and effective way in which the main pavilion and surrounding buildings had been erected. They were solidly constructed, he pointed out, because after the exhibition it will be left behind as a permanent site. The true proof of the effect of the exhibition in the shape of orders taken would probably not come until after closing (on October 31). At the time of writing business was brisk.

Some 160 British firms exhibited or were represented at the exhibition. Machinery being shown covered textiles, plastics, motor industry, machine tools of many kinds, office equipment, computers, photocopying, electrical machinery, diesel engines, engineering consultancy in many fields, welding machinery, construction equipment—in fact a whole range to quench Hong Kong's apparently insatiable thirst for capital goods. Their imports in 1971, at HK$3,467 million, were over twice as great as in 1968 for capital goods alone. In a foreword to the exhibition, Mr. Michael Noble, Minister for Trade, said there was every reason to expect this upward trend to continue.

The exhibition, apart from market considerations, came at an opportune time. There is a feeling in Hong Kong that once she is in the EEC Britain will neglect her traditional trading partners. Really there can be no substantiation of this fear. To mount an exhibition is a costly business for a start and hardly evidence of apathy. The DTI and the British Trade Commission in Hong Kong have put in a tremendous amount of hard work and so have exhibitors in showing our determination to strengthen still further our trading links with Hong Kong and South East Asia. As GKN put it, they were ready and geared up for Europe, but to quote Mr. Basil Woods, chairman of GKN International Holdings Ltd., who paid a flying visit to their stand: 'Our market is already high and we are hoping to at least double it as a result of this exhibition.'

Eight-year-old Leong Sin-Ling presents the ceremonial scissors for Princess Alexandra to cut the ribbon and open the British Industrial Exhibition in Hong Kong.

Exhibitors are in fact buoyant in their praise because of the very serious interest being shown by thousands of visitors, who apart from the surrounding area are turning up from places like Guam, USA, from Australia and so on.

Some typical comments are: 'It's very worthwhile' (John Ferguson, export manager of Hepworth Plastics Ltd.). 'Great interest', said Stanley Westwood of Desoutter Brothers, who on the first day had about 36 really serious inquiries and in two days a series of orders amounting to £4,000 for their power tools. 'Long overdue to hold an exhibition in Hong Kong, full marks to DTI', was the comment of Derek Meyer, deputy export sales manager of Adcock-Shipley, machine-tool

Left: Princess Alexandra talking to Mr. John Levite, marketing director of Camber International (England) Ltd., Leicester. To the left is Mr. Laywood, fabrics development manager, and in the middle is Mr. Hans Peterson, sales director. Right: The Princess examines one of the new torque-controlled screwdrivers made by Desoutter Brothers Ltd. of Hendon. On the opening day of the British Industrial Exhibition the firm took £5,000-worth of orders. They are displaying a complete range of power tools including screwdrivers, nutrunners, grinders, impact wrenches, and drills.

makers. 'The numbers of visitors is quite staggering.' They took a £10,000 order from a Singapore firm on the first day. It is not just manufacturers who find it worthwhile but people like British Consultants Bureau, whose assistant director, Mr. J. A. Stevens said they welcomed such exhibitions as a means of drawing attention to their services. 'They are of immense value', he said, and he covers the whole of Asia and Africa plus Turkey. Hutchison International Ltd. of Hong Kong find such occasions of value in drawing attention to, and as a platform from which to announce such projects as the Hong Kong mass transit system in which the British consortium of firms like GEC, Costain, Mitchell Construction, Kinnear Moody Group, Cementation, John Mowlem and Balfour Beatty are all interested.

Tribute too was paid to the help given by the DTI in setting the climate, in providing stands and financial assistance with transport and all the services that went with it such as publicity and seeking out agents and buyers. Among other early orders announced at the exhibition were HK$250,000 plus for Heatrae Ltd. of Norwich, from Guam. Kentredder Ltd. of Jersey were very hopeful of several orders for tyre-retreading machinery to a value of at least £15,000. R. A. Lister Ltd. of Dursley, Glos., had a £15,000 order from East Malaysia for diesel engines. Many more were on the brink of something big, they felt.

Almost immediate proof of the value of visiting delegations came when Heatrae Ltd. received an order for some 700 various types of water heaters from Thailand.

£250 million potential in South Germany for British exporters

By 1976, the South German market for scientific and industrial instruments and apparatus will be worth over £250 million. The scope and opportunities within this market for British exporters was the theme of a seminar sponsored by the British Overseas Trade Board and held in London on October 26.

Representatives from many leading manufacturers and trade associations were present to hear Mrs. Mary Griffin, MBE present a survey *The Market in South Germany for Scientific and Industrial Instruments and Apparatus* **detailing the opportunities for British companies and answering questions on specific marketing problems. The Survey, which highlights particularly attractive growth areas in the South German market, is summarised below.**

THE 1971 South German demand for scientific and industrial instruments and like apparatus was estimated at £159.6 million. Of this, £45.5 million was for industrial and process measuring and control instruments and apparatus, £31 million for electrical measuring and test instruments, £20.5 million for medical instruments and £16 million for analytical instruments.

Domestic production of all instruments coming within the study is strong and a significant proportion of this production is in South Germany—which is the centre of the Federal Republic's precision engineering industry. The share of the domestic consumption accounted for by imports varies from sector to sector and this is dealt with in the report.

South German demand is expected to grow at an average annual rate of 10 per cent and to reach about £257 million in 1976. Different rates of growth are forecast for the several sectors of the market but the strongest growth will be in the four sectors mentioned above, and also in the electron and proton microscope sector, where the growth will substantially match that for the analytical instruments sector as a whole. While each product group will undoubtedly warrant consideration by any United Kingdom manufacturer already making such products, the major opportunities are most likely in the four major sectors previously referred to.

(continued on next page)

Measuring and control instruments

South German demand for industrial and process measuring and control instruments and systems (but excluding computers) in 1971 had a value of £45.5 million which is expected to grow at an average annual rate of 11 per cent to £76.9 million in 1976. Currently, imports probably do not account for more than 10 per cent of this demand. The principal imports come from the USA, the Netherlands, France and Switzerland, and United Kingdom manufacturers appear to have devoted more attention to the Northern regions of the Federal Republic than to South Germany. The United States achievements are undoubtedly due partly to the association between American parent companies and their subsidiaries throughout the Federal Republic.

Whilst South Germany probably accounts for less than 25 per cent of the Federal Republic's total demand for instruments and equipment for use in the continuous process industries, the region accounts for a much higher proportion of the demand for industrial measuring and control instruments and equipment, and especially of that for the more advanced industrial electronic controls. The growth of manufacturing industries in South Germany is conditioned more by the availability of labour than by natural resources and this favours growth in demand for automated and semi-automated machinery. Consequently the market for the industrial measurement and control equipment is expected to be very buoyant throughout the forecast period.

The market for electrical measuring and test instruments in South Germany ranks second only to that for industrial and process measuring and control instruments. South German demand for electrical measuring and test instruments in 1971 was valued at £31 million and is expected to grow at an average annual rate of 10 per cent to nearly £50 million in 1976.

Manufacturers in the Federal Republic have captured the major part of demand, but there are appreciable and growing imports. The United States accounts for 40 per cent of imports. The United Kingdom accounts for only 6 per cent of imports of electrical measuring and test instruments into the Federal Republic. The United Kingdom is not a significant supplier to South Germany.

Electrical measuring instruments

Much of West Germany's electronic and light electrical engineering industries is concentrated in South Germany and this makes the region an attractive market for manufacturers of electrical measuring and test instruments. Furthermore, this is a market where many customers are attracted by innovation and consequently it offers opportunities for new entrants.

The 1971 South German demand for medical instruments and apparatus, but excluding laboratory analytical instruments used in clinical and medical research laboratories, was valued at about £20.5 million. It is expected to grow at an average annual rate of 9 per cent to £31.6 million in 1976. Competition from domestic manufacturers is formidable and imports are relatively small.

The medical equipment market is essentially an international business and although this is an attractive market in South Germany for the established suppliers of this equipment, it probably has few attractions for firms looking for diversification opportunities.

The 1971 South German demand for analytical instruments was £16 million which is expected to grow at an average annual rate of 13 per cent to £29.4 million in 1976.

There is a very strong analytical instrument industry in the Federal Republic which exports about 50 per cent of its production. Nevertheless, imports account for approximately 33 per cent of consumption. The United States supplies over 45 per cent of imports and these are primarily advanced electronic analytical equipment. Of total imports 20 per cent come from Switzerland—mainly precision balances and optical analytical equipment.

Mrs. Mary Griffin of Smith's Industries Ltd. and SIMA presenting the survey at the seminar in London. Left, Mr. Neil Rothnie, Vice-Consul (Commercial), Munich; centre, Mr. R. Foxwell, chairman, Wayne Kerr Co. Ltd., immediate past-president of SIMA.

The United Kingdom is probably the third most important external supplier and is thought to have enjoyed most success in the market with technologically advanced analytical instruments.

User attitudes and buying practices differ from segment to segment of the market but the decision forming factors of most important are:

price
delivery
reputation of supplier
after-sales service
accuracy
ease of maintenance
technical advisory services
reliability
guarantees
innovative content.

Other speakers at the seminar, which was one of a series of meetings sponsored by the British Overseas Trade Board in connection with the British Trade Drive in South Germany 1972/74, included Mr. N. U. Rothnie, Vice-Consul (Commercial) in Munich. Mr. R. H. C. Foxwell (Immediate past-president of the Scientific Instrument Manufacturers' Association) was chairman of the meeting.

The Survey is available to industry, price £4, from the Department of Trade and Industry (Fairs and Promotions Branch), Room 219, Hillgate House, 26 Old Bailey, London, E.C.4. Tel: 01-248 5757 ext. 7216.

Dear Editor

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Strong overseas performance essential to economic growth

—Mr. Michael Noble

ECONOMIC growth must be accompanied by a strong performance in overseas markets, said Mr. Michael Noble, Minister for Trade, addressing the Holborn Chamber of Commerce on October 25.

'In 1971, exports and imports both increased very substantially. Exports increased most with the result that—following the small surplus on visible trade of 1970—last year we enjoyed one of no less than £299 million. Taking the visible and invisible balances together, the result was a current account surplus of £1,040 million, and a further strengthening of our overseas financial position.

'Our experience in the past two years is, of course, exceptional. Since official balance of payments estimates were first compiled—for the year 1946—only four years have shown a surplus on visible trade. Unofficial estimates which have been compiled for earlier years, extending back to the beginning of the 19th century, also show that we normally have a deficit on visible trade and we pay our way in the world by the surplus on invisibles.

'Trade developments so far this year need to be viewed against this background. We cannot and should not expect the exceptional surpluses of 1970 and 1971. In the first half of the year our imports continued to grow strongly. In contrast exports weakened. One reason for the poor export showing seems to have been sluggish growth in world trade and the fact that some sterling area countries in particular were in difficulty. And there is little doubt that price increases in British exports have been reducing our competitiveness in world markets.

'In the third quarter, the trade figures were seriously distorted by the Dock Strike. When work is resumed at the docks, the need generally to unload the arriving ships before they can be loaded with exports, means that the backlog of imports held up by the strike gets cleared more quickly than the backlog of exports. That is one of the main reasons for the recorded balance of visible trade in this quarter appearing rather worse than might be expected. In the fourth quarter I expect more favourable results.

'Looking ahead, the economies of some of our major markets are now expanding, and world trade should be increasing significantly faster than it has recently. Coupled with next April's tariff cuts within the European Community we should have the right conditions for a strong growth of British exports.

'There is more than one condition to be met if we are to take advantage of this opportunity. But one fact is absolutely certain. We must prevent a rapid rise in export prices which would weaken the position against our competitors.'

Contribution of 'invisibles'

Speaking of 'invisible' exports, the Minister said: 'The total contribution invisibles make to Britain's balance of payments is very large indeed—£741 million net last year. We are second in the league table of invisible exporters with a share of the world total that is nearly twice as large as any member of the present Community.

'Only a small proportion of our invisible earnings is from the Six. Traditionally our dealings have been with the English-speaking world. We certainly must not neglect this in the future. But as the Community moves towards economic and monetary union—and as we get rid of the fiscal, legal and other barriers—there will be growing opportunities to deploy our strength as an invisible exporter.

'To take just one specific example, as the tempo of Community industry quickens, we can expect a very substantial increase in business visitors from Europe. In London and other cities we have the hotels, shops, conference facilities and other amenities to serve them well. I am sure some of you here are preparing very actively for this growth of business.

'Britain's entry into the EEC would bring new opportunities, said Mr. Noble, 'You know as well as I, that opportunities rarely fall out of the sky. They have to be sought and worked for. And the other side of the coin is that firms in other Community countries will be seeking more business inside Britain.

'This is right and proper. Growth of business both ways is one of the major benefits we want as a Community member.

'A great many of us have been getting ready a long time for just this challenge. Others are not as far along the way, or are just starting. Regrettably there are also some who feel all this is not relevant—(perhaps because they are not exporters at all, or because so far they are not doing business in Europe).

'Nothing could be further from the truth. Firms need to be ready to stand up to the stiffer competition we must expect in the home market. Those already selling to the Community need to strengthen their marketing arrangements. And there are some who could profitably direct their efforts there for the first time. The fact that, for us, the increase in the tariff-free market will be threefold, while for the Six it is only about one-half, should be a strong incentive.

'I cannot stress too much the importance of getting off to a strong early start in selling to the enlarged Community. It is important to us as a nation, important also to the individual fortunes of the thousands of British firms who stand to benefit as tariffs and other barriers are swept away.

'The probability is that we shall be joining at a time when European economies will be expanding faster than they have in the past year or two. Community markets should be buoyant. It is up to us to turn this situation to our advantage by stronger marketing efforts from next year onwards.'

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

Finance for exports

THE BANKER RESEARCH UNIT, in collaboration with MR. RICHARD FRY, C.B.E., (former City Editor of the Guardian) announce the launching on December 1st of a new service of vital concern to all companies engaged in exporting.

The B.R.U. Export Finance Service will provide accurate, up-to-date information on the terms at which exports are insured and financed in the major exporting countries of the United Kingdom, the United States, Western Germany, France, Italy and Japan.

Mr. Richard Fry is acknowledged as the leading authority on export finance since his widely acclaimed study on this topic for the BNEC. The BNEC no longer exists and now no single source of accurate information of this type is available. Yet with the rapid introduction of new features in national export credit facilities and the fluid nature of interest rates it is essential that exporters be accurately informed, not only what is available to them locally, but what is also available to the competition abroad.

For full details write to or telephone
THE BANKER RESEARCH UNIT,
Bracken House, 10 Cannon St., London EC4P 4BY.
Tel: 01-248 8000 Ext. 7168

Denmark's yes to EEC adds impetus to Copenhagen electronics show

From the British Embassy, Copenhagen: Elektronik 1972, the first electronics exhibition of its kind in Denmark since 1969, took place at Copenhagen's Bella Center recently.

In some respects the timing was good. The third day of the exhibition, by coincidence, was Denmark's referendum day on Common Market entry. Danish industry had been holding back with investment pending the outcome of this referendum. The overwhelming 'yes' vote gave added impetus to the exhibition. Despite the fact that it coincided with a similar exhibition in Stockholm and considering it was a trade exhibition, open only to professional electronics people and industrial users, the attendance at 20,000 was well above expectations.

In recent years Denmark has experienced rapid expansion in its electronics industry, which now ranks third in its industrial export-earnings table. In 1972 output from the electronics industry is likely to exceed D.Kr. 2,500 million with exports around the D.Kr. 1,500 million mark. Imports are expected to exceed D.Kr. 2,000 million, indicating a home market worth some D.Kr. 3,000 million.

The rapid expansion of the industry has been created through a high degree of diversification and specialisation, producing such household names as B & O, Storno, Bruel & Kjær and Radiometer, which also serves to indicate the level of sophistication in the Danish market.

Against this background the exhibition was anticipated with high expectation. Most of the important Danish companies were present, but the exhibition was dominated by overseas companies, mainly represented through their agents. The 130 exhibitors represented approximately 800 manufacturers, out of which the 150 were British.

The products exhibited included all aspects of control, measuring and communications equipment, computer peripherals, process systems and components. The emphasis was clearly on professional, industrial and scientific application of the equipment.

Most exhibitors were very satisfied with the exhibition and in particular with the high quality of the visitors. The general public was excluded. Good contacts were made with potential customers, agents, and especially with engineers representing the end users of the equipment who play such an important role in buying decisions and who are normally difficult to reach for a sales representative.

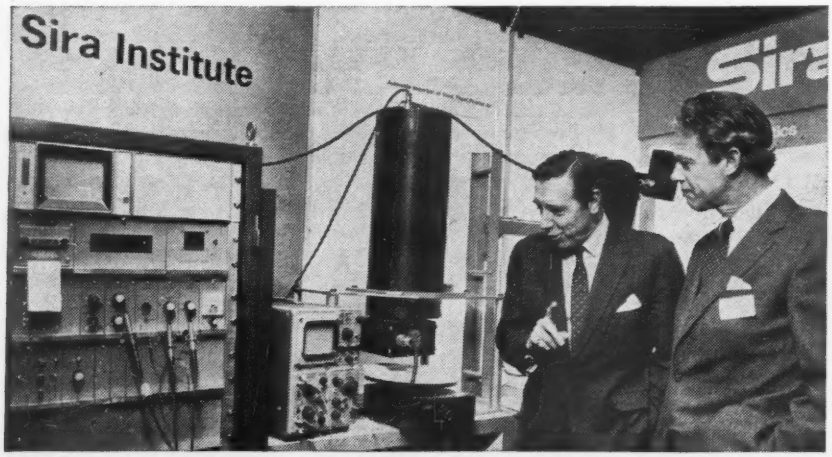
In general the exhibitors did not expect to take firm orders, but there were notable exceptions, and they were well pleased with the quality and level of inquiries and were confident that a high proportion of these would result in firm orders being placed.

Joint Venture

Among the participants in the British Joint Venture, sponsored by SIMA and DTI, Wayne Kerr were very enthusiastic about the inquiries received for their automatic test equipment for printed circuits. Novatech, making their debut at an overseas exhibition, were inundated with inquiries which they estimated at between £3,000 and £5,000, and in the process made excellent contacts with Danish and Norwegian agents.

An interesting feature of another Joint Venture stand was the electronic flow-meter displayed by Electronic Flow Meters Ltd. What better way to display a liquid-flow meter than pass beer through it and offer a glass of beer at the end of the demonstration. SE Laboratories received orders worth several thousand Danish Kroner and a couple of hundred serious inquiries for their electronic measuring equipment. ICL were also highly satisfied and succeeded in not only attracting a high level of inquiry but were able to demonstrate their know-how to a strong contingent of Danish engineering students who are normally exposed exclusively to competitive equipment. Penny and Giles, exhibiting their displacement-measuring equipment to good effect, expressed the opinion that this exhibition was absolutely right for them, and given over 200 inquiries with the expectation of more than 20 per cent to materialise into orders, it seems a fair assessment. The Danish agent for Smith Industries expected an increase of 30-40 per cent in sales of tachometers and manometers as a direct result of the exhibition.

British companies outside the joint venture, exhibiting through their agents, also reported encouraging results. Among these companies the outstanding success was Sinclair, with their pocket computer measuring no more than 2 in. by 4 in. which attracted considerable attention and proved one of the most popular stands at the exhibition.



The Ambassador in Denmark, Mr. A. A. S. Stark, with Mr. Claus Kettel on Sira stand in Copenhagen.

Pneumatic actuators attract attention at New York ISA show

From the British Trade Development Office, New York: Unique spring and diaphragm rotary actuators made by Serck Controls Ltd. were among many British products on display at the 27th annual Instrumentation Automation Conference and Exhibit held at the Coliseum and the Statler Hilton Hotel, New York City, in October. Six British firms participated in the Joint Venture group sponsored by the DTI and the Electronic Engineering Association.

The impressive display of pneumatic actuators and valves by Serck served to introduce the company and its newly formed American subsidiary to the US process-control industry. Serck, relieved of marketing constraints by the recent expiration of a licensing agreement, have just appointed Roger H. B. Westcott as president in charge of US sales, with an office in Houston, Texas.

From this base in the oil country, Mr. Westcott hopes to expand his coverage across the nation to include other industries using process instrumentation and valve actuators in the control of fluids. The initial response obtained at the show to Serck's products was reported to be extremely encouraging, and the company is seeking immediately to establish a network of distributors throughout the United States.

Another member of the Joint Venture group now well established in the USA was Electronic Flo-Meters Ltd. of Andover, Hants. With an office in Dallas, Texas, this company is establishing an excellent reputation in the field of flow-metering. High-lighted on the stand was the recently developed flare stack control system incorporating simultaneous measurement of gas velocity by turbine rotor, and of gas density by a vibrating-cylinder sensing cell. An analogue output signal controls steam injection to the flare stack tip to obtain smoke-free combustion of flare gases.

Justifiably optimistic

Mr. R. N. Northedge, managing director, was justifiably optimistic about the prospects for his complete range of turbine flow-meters in the US process and gas-distribution industries. The flare stack control system in particular is being introduced at a very opportune moment in the light of the US Environmental Protection Agency's pending legislative programme for cleaner air.

The Cambridge-based firm, Techne, keen supporters of DTI joint ventures in the US scientific-equipment market, were showing their latest developments in fluidised temperature-controlled baths. For a number of years, the US subsidiary in Princetown, New Jersey has reported high sales growth figures. Sales manager Neil Pope pointed out that regular appearances at appropriate trade shows have been essential for Techne to achieve this degree of success. ISA and FASEB are the major events providing exposure for industrial and laboratory instrumentation respectively, and the DTI offers Joint Venture terms at both.

The other participants in the Joint Venture, all of whom presented impressive displays, were: K. D. G. Instruments Ltd., of Crawley, showing transducers and circuitry for hydrostatic pressure measurement, Birch-Stolec of Hastings, showing thumbwheel switches, and Gordos Corporation of Girvan, Ayrshire, showing a range of reed switches.

The Kent Cambridge Instrument Co. occupied a prominent booth highlighting a comprehensive selection of water and gas component-monitoring equipment. Kent Cambridge is long established in the USA with medical and industrial instru-

On the Techne Incorporated stand at the New York Instrumentation Automation show. Left to right: Mr. M. G. Honing, production manager of Thermo Electric Co., Brampton, Ontario; Mr. Neil Pope and Mr. Patrick Summer, sales manager and vice-president of Techne; and Mr. G. Martin of Thermo.

ment-manufacturing facilities at Ossining, New York.

The number of visitors to the show, 9,000, was down on last year, though a high percentage of inquiries received at the British stands were from people with direct-purchasing authority, and this is what counts. Domestic shipments (ex-works price levels) of completed industrial control equipment in the USA in 1972 will reach $1,500 million, 6 per cent over 1971 levels. Pollution monitoring will in the years to come form a substantially increased portion of this total. British exporters are encouraged to evaluate their instrumentation with these promising markets in mind.

Britain at CERN

AN exhibition called Britain at CERN has been mounted this week in Geneva. Twenty-four sales and marketing men, six technicians and engineers, and four promotional men working for 14 British measurement, control and automation equipment manufacturers have been installed in the main entrance of CERN the European Organisation for Nuclear Research, the largest single purchaser of electronic equipment in Europe.

This joint venture of the DTI and the Measurement Control and Automation Conference is being presented by the British Electrical and Allied Manufacturers' Association.

In collaboration with scientists working in the universities and research centres of the member countries of Austria, Belgium, Denmark, France, Greece, Italy, Netherlands, Norway, Sweden, Switzerland, West Germany and the United Kingdom, CERN is engaged on fundamental research principally in sub-nuclear physics.

The 14 firms exhibiting in Geneva are: AEI Semiconductors Ltd., Lincoln; Alma Components, Norfolk; British Insulated Callender's Cables Ltd., Lancashire; Edwards Vacuum Components Ltd., Crawley; EMI Electronics Ltd., Hayes; English Electric Valve Co. Ltd., Chelmsford; Ferranti Ltd., Manchester; Flextube Ltd., Hemel Hempstead; J. and P. Engineering (Reading) Ltd.; Pye Ether Ltd., Stevenage; R. A. Stephen and Co. Ltd., Mitcham; Twentieth Century Electronics Ltd., Croydon; Westinghouse Brake and Signal Co. Ltd., London; and Willsher and Quick Ltd., Highbridge.

Minister to visit Europort 72

MR. Christopher Chataway, Minister for Industrial Development, will open the International Shipbuilding, Marine Engine and Port Equipment Exhibition—Europort 72—at Amsterdam on November 14. Eighteen British firms will be exhibiting in a Joint Venture group presentation sponsored by the British Overseas Trade Board in co-operation with the London Chamber of Commerce.

Two companies share prize for best stand at Chicago

From the British Consulate General, Chicago: The United States is the major overseas market for many British companies manufacturing office equipment and supplies and, after an absence of two years, the British returned to the National Office Products Association Exhibition. A group of 10 companies, under the sponsorship of DTI and the Business Equipment Trade Association, made up the second Joint Venture at the show which this year was held at McCormick Place, Chicago, from October 14-17.

The NOPA Exhibition formerly alternated between New York and Chicago. In the last two years, however, since the rebuilding of McCormick Place after its destruction by fire in 1967, it has been decided that Chicago offers both the best facilities and the most strategic location for the show, and it will be held here in future years.

The emphasis at the show is on commercial stationery and supplies, and office furniture and single-item equipment, though related products such as art supplies and draughtsmen's supplies are also represented. The show caters particularly for the office-products dealer, and a heavy turnout of this category of visitor this year helped to swell attendance, which is always good, to a record 16,000.

(*continued on next page*)

Mrs. D. Bennett of ADM Business Systems Ltd. explains a filing system to visitors to the Office Products Show in Chicago.

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Over the years the show has acquired an international flavour and, in addition to the British Joint Venture companies, a group of Canadian furniture-manufacturers exhibited, several subsidiaries of Japanese companies displayed small stationery items, and many other products of foreign manufacture were to be seen on the stands of American distributors.

The products exhibited by the British group included collators, plan-folding equipment, filing systems, pocket calculators, addressing machines, stapling machines, overhead projectors, cheque and document encoding machines and a range of office furniture which included typists' chairs, drawing-office seating, desks and storage units, and reception seating.

Although this is not a selling show, those British companies without representation in the USA were very well pleased with the contacts they had made with potential distributors, and those already represented were equally pleased by the exposure which the show gave them to additional dealers throughout the country.

All of them left optimistic that the show would provide a springboard for new or increased business for them in the United States. A very pleasing bonus achieved by President Office Equipment and Sterling Seating Ltd., both members of the A. Arenson Holdings Group Ltd., was the award, made jointly to them, of a plaque presented by the National Office Products Association for displaying one of the six best stands in the show.

The dates of the 1973 NOPA exhibition will be September 8-11, and it is to be hoped that after the encouraging results of this year's show another Joint Venture group will exhibit again in Chicago next year.

Successful British art galleries at Dusseldorf

From the British Consulate-General, Dusseldorf: The second International Art Dealers Fair (IKI), covering all aspects of 20th Century art, was held in Dusseldorf in October. It was regarded by the eight London galleries participating—Marlborough Graphics, Alexander Postan Fine Art, The Maltzahn Gallery, David and Anneley Jude, The Petersburg Press, Angela Flowers, The Treadwell Gallery, and Petschek Arts—as an outstanding success. They booked £70,000-worth of orders on their stands and very substantial follow-up orders are expected. The galleries, which were sponsored by the Fine Arts and Antiques Export Committee and supported by the DTI, managed to establish important contacts at IKI and some have arranged to exhibit privately at various galleries as a direct result of their participation.

IKI itself attracted 34,000 visitors who showed great interest in the exhibits of 188 galleries, including 67 galleries from the UK, Belgium, France, Italy, Netherlands, Spain, Austria, Switzerland and USA. Britain was the fourth largest foreign exhibitor. IKI was held in two halls and covered 120,000 sq. ft. Total orders taken amounted to nearly £2 million, the bulk of orders being for exhibits costing between £100-£500. The third IKI will be held in Dusseldorf from September 29-October 7.

Catering trades in Germany reluctant to order

From the British Consulate-General, Frankfurt: The 13th in the series of International Culinary Arts Exhibitions which take place every four years was held in Frankfurt last month and combined, as has become traditional, with the biennial Federal German Hotel and Restaurant Trade Show. A total of 476 firms, most of them German, exhibited their products on a display area of more than 25,000 sq. m. Of the 32 foreign exhibitors, from 10 different countries, the British contingent of 11 firms made-up the largest group, followed by the French with six and a lesser number from Belgium, Italy, Austria, Switzerland and the USA.

The double event was very well attended, and a total of more than 100,000 visitors was recorded from 46 different countries. About 10 per cent of the trade visitors came from abroad, the largest contingent being from the United States, followed by groups from Switzerland, the Netherlands, France, Yugoslavia, Austria, Canada, the United Kingdom, Japan and Italy, in that order.

The Department of Trade and Industry sponsored for the first time a Joint Venture in co-operation with the Catering Equipment Manufacturers' Association. Ten United Kingdom firms participated and displayed a wide selection of equipment and machinery for the catering trades. The group stands, designed and constructed by the DTI, provided an attractive platform for an impressive array of equipment, including all kinds of food-processing machines, ovens, commercial refrigeration equipment, kitchen utensils and containers, cooking units, stainless steel sinks, waste-disposal units, commercial dish-washing machines, self-service food-display cases. Although it had not been possible to secure for the British group a place in that exhibition hall which was devoted entirely to kitchen and catering equipment (and which housed about 100 of their German competitors), the British display nevertheless attracted considerable attention, particularly since it represented at this exhibition the only foreign competition to the German catering equipment industry. The other foreign exhibitors were almost exclusively in the food and drink sectors.

Most of the participating British firms had little or no previous contact with potential customers or distributors in the Federal Republic, and this exhibition gave them an excellent opportunity to assess their marketing prospects and to explore the sales potential of their equipment. Most received an encouraging number of inquiries from both end-users and the catering-equipment trade, from which good business may well result.

UK firms confident

A number of exhibitors booked firm orders at the exhibition, and some of them remarked that they had more inquiries from non-German potential customers than they had anticipated. Some approaches were made to British exhibitors by well-known German catering-equipment manufacturers who were interested in purchasing British-made components for incorporation in their own equipment, contacts which were considered by the exhibitors concerned to be an extremely valuable result of their participation. Some of the UK firms were confident that they would be able to conclude in the near future agency and distribution agreements as a result of contacts made at the Fair.

One British firm exhibited independently, and showed among other things beer kegs, beer taps coupled with a cooling unit. A good many serious inquiries were received.

In the Culinary Arts Exhibition, 21 national teams competed, and the United Kingdom, represented by a team of five members of the Chefs' and Cooks' Circle, won five gold medals. The national teams prepared hot meals which were then served in the international restaurant, and demonstrated their skill and artistic talent

(continued on next page)

The Federal German Hotel and Restaurant Trade Show saw a British Joint Venture stand for the first time.

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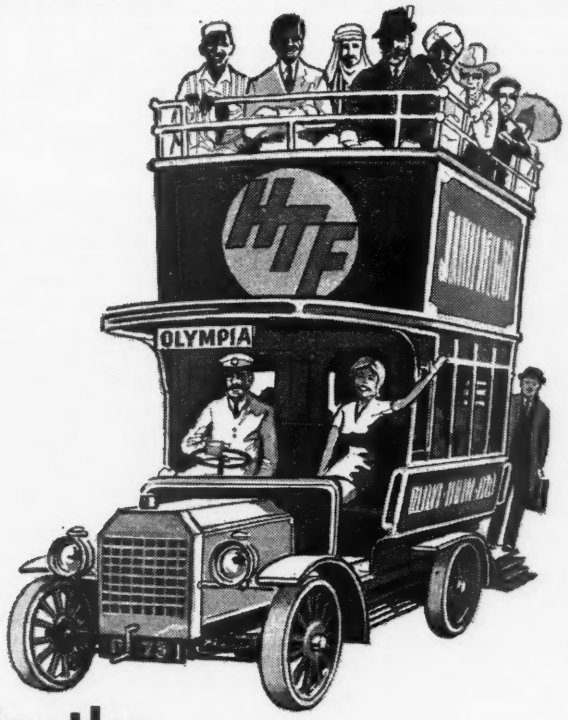

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About two-thirds of the German exhibitors are reported as having declared themselves satisfied with the results achieved at the Fair, but was nonetheless evident that the catering trades, at least in the Federal Republic, are reluctant to make any real large investments at the present, a factor reflected in the amount of business done. The next Culinary Arts Exhibition will take place in Frankfurt in 1976, and the 23rd Federal German Hotel and Restaurant Trade Show will be held in Dusseldorf in 1974.

Children's-wear firms look forward to benefits of EEC

From the Commercial Department, British Embassy, Bonn: Nearly 500 manufacturers whose market is 'the child' exhibited a wide range of products to 9,800 trade visitors (2,850 from foreign countries) who made their way to Cologne from 41 countries for three days in October.

The main emphasis at the 'For the Child' fair was on children's wear, but the hardware section, furniture, toys, nursery articles, prams and push chairs were also strongly represented.

Over a third of the exhibitors were foreign, 27 of them were British. The National Children's Wear Association, with 18 of its members participating in a Joint Venture, attracted the attention of many foreign buyers, with the emphasis being on those from EFTA countries. Business was, however, generally slower than at the same event last year, although there were many inquiries.

The interest of buyers from the host country continued to be disappointing, the main complaint of the exhibitors being that they seemed to lack sufficient interest even to look at the collections. Exhibitors felt that the value of Cologne to children's-wear exporters, and would-be exporters, was being there, having the opportunity of examining competitors' products, and generally getting the feel of the German and other EEC markets, ready for the time when competition would be on equal price terms.

Five members of the British Baby Carriage and Furniture Manufacturers Association, who also had a Joint Venture, enjoyed varied results. The outstanding success once exhibitors have had the chance to assess final results is likely to be Andrew MacLaren Ltd. who were exhibiting the 'Baby Buggy', including a version for the invalid child. These products were popular with visitors, and the stand was crowded with buyers placing orders.

Business trebled

Among independent exhibitors, Jenny Freeth Ltd. was able to book three times the business of the previous event (which was then very satisfactory). Lawrence Wilson Ltd. exhibiting for the first time in Cologne, were able to book orders for 500 luxury prams (130 being sold to German customers) at the Fair.

Looking forward to next year, there is reason for optimism. The next 'For the Child' is in March 1973. Orders taken from EEC countries at that Fair will benefit from the first reduction of tariffs effective from April 1, 1973, and this is the opportunity which children's-wear manufacturers especially have been waiting for. Furthermore, this year's autumn fair was generally agreed to be too late—the majority of large buyers had already placed their business. Next year it will be earlier and should increase the chances of British exhibitors to obtain volume business.

Successful marine equipment forum at trade drive in Denmark

From Peter Holmes, DTI Fairs and Promotions Branch: A fitting climax to the British Trade Drive in Denmark this year was provided by the British Marine Equipment Council Forum, on October 24 and 25. The Forum, and INTERTOOL 72, conclude a number of joint ventures in 1972.

In the three weeks before the Forum orders had been placed in Danish shipyards for seven sizeable ocean-going ships. It was on this encouraging note of reviving optimism in the Danish shipbuilding industry that the BMEC Forum held at the Scanticon, Aarhus, began. During the two-days about 120 senior Danish businessmen representing shipbuilding and shipowning interests visited the Forum and met 21 British firms connected with the supply of marine equipment. The British Overseas Trade Board extended hospitality to 50 of the Danish guests for the duration of their visit. Once again, the British Marine Equipment Council proved that for ship's equipment manufacturers, the Forum concept is a successful medium for sales promotion and publicity. The 21 British companies representing a wide range of ship gear who took advantage of Department of Trade and Industry support under the joint venture scheme were able to renew old contacts in the Danish market and to make some new ones. The success of a concept which relies entirely on selective publicity and personal invitation owes a great deal to the meticulous preparation of invitation lists which in turn relies upon the thorough working knowledge of Danish industry which exists at the Commercial Department of the British Embassy in Copenhagen and to the personal relationships between Danish businessmen and the Commercial Counsellor and his staff.

To complement the Forum, Lloyd's Register of Shipping staged a technological seminar on October 25 under the chairmanship of Mr. R. A. Huskisson, Chairman-elect of Lloyd's (fittingly celebrating its centenary year in Denmark) covering the themes of instrumentation of ships carrying hazardous cargo in bulk, marine automation and marine equipment related to Lloyds certification. An audience of about 80, all professional experts in their respective fields, received the three papers presented at the seminar warmly.

On the previous day the Forum programme had included a continuous showing of technical sales films which attracted good audiences. At a formal dinner to mark the Forum, which was jointly hosted by the British Ambassador to Denmark, Mr. A. A. S. Stark, and the Chairman of BMEC, Mr. D. B. Stables, the principal speaker was Mr. F. S. McFadzean, Chairman of the Shell Transport and Trading Co. Ltd. When Mr. Maersk McKinney Møller replied on behalf of Danish guests he stressed the goodwill among the Danish shipping interests towards British suppliers saying 'Many of us like to be your clients'. He warned however that suppliers must remain competitive, deliver on time and maintain after sales services.

What did the BMEC Forum achieve in terms of hard business? It would be wrong to pretend in a high capital cost industry such as shipbuilding that specific orders were placed as a direct result of the Forum itself. But as one company representative put it, in two days of concentrated sales work, he had saved about six months foot-slogging round the Danish shipyards for the modest outlay that the Forum cost its participants. He had seen, he said, representatives of all his important Danish customers. Thus in the two days a tremendous amount of sales work was progressed. Many of the British participants dispersed with their agents to call on other potential customers in Denmark.

Expomedical in Tel Aviv

From the British Embassy, Tel Aviv: The International Exhibition for Hospital and Medical Equipment and Pharmaceutics, Expomedical '72, held in Tel Aviv last month was organised to coincide with SICOT 12—the International Congress of Orthopaedic Surgeons and Traumatologists.

Some 350 exhibitors from 16 countries, including national displays from France, the Netherlands and the United Kingdom, participated. The exhibition occupied three pavilions of a total area of 5,500 sq. m. Twenty-four British firms exhibited in the British Pavilion, organised as a joint venture between the British Hospitals Export Council and the Department. The products of some 35 other British firms were also on display.

The British Pavilion, covering an area of 600 sq. m, was the largest, and by common consent the most attractive of the three national displays. Products on show covered a wide range of medical, surgical and hospital equipment and supplies ranging from bandages to the latest and most sophisticated electro-medical equipment.

It was perhaps understandable that orthopaedic and rehabilitation equipment attracted the most attention, especially during the first three days of the exhibition, when admission was restricted to the SICOT Congress delegates.

Apart from the last day, which was open to the general public, the exhibition was confined to the medical profession. Nevertheless it was estimated that over 10,000 people visited. The quality of the attendance was high. Apart from the local visitors, who included the Minister of Health, Mr. Shemtov, the SICOT Congress provided a potential audience of some 2,400 doctors and hospital administrators from 35 countries.

The consensus was that the exhibition was a success. But in a country as advanced in, and aware of, medical technological innovation as Israel it was not surprising.

Demonstration at the 'Charnley-Howarth Down Flow Sterile Enclosure' at 'Expomedical '72' in Tel Aviv.

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EXPORT ORDERS

One of the classrooms at the Swiss school, where walls, ceiling, partitions and double-glazed sliding windows were all prefabricated in Poole.

School sent to Switzerland

A COMPLETE school, built in Britain and transported in sections across Europe aboard 12 trans-Continental lorries has been erected in Switzerland and has received its first pupils only five months after the contract was signed.

Although the school—at Villers-sur-Glane near Fribourg—has the external appearance of being traditionally built it was in fact, prefabricated entirely of timber sections by John Elkins Ltd. at their premises in Poole, in conjunction with Enterprise Generale Bernard Brunisholz. The concrete foundations and footings, roof tiling and some external brickwork were provided on site. The company—joiners and specialists in this type of industrialised timber-component construction system—operate in Southern England but are now moving into the export market and are negotiating for other overseas contracts.

Marconi TV cameras for Spain

TV ESPANOLA is to buy cameras worth more than £100,000 from Marconi Communication Systems Ltd., Chelmsford. Marconi's Broadcasting Division is to supply eight Mark V black-and-white cameras and associated equipment for use in Madrid and Barcelona.

Four mark V 4½ in. image Orthicon cameras will be installed in the Barcelona studios of TV Espanola, and four more will be installed in an existing outside-broadcast unit operating from Madrid. The OB unit was originally supplied by Marconi and is currently fitted with mark IV black-and-white cameras. The present order includes a new Marconi studio communications unit, mixers and sync generator and spares.

French Government orders British

OIL-pollution dispersion equipment to the value of approximately £10,000 is being supplied to the French Government by Biggs Wall and Co. Ltd., Arlesey, Bedfordshire. The order placed through their overseas agents, Birt Potter Westray, is for deep-sea dispersion units, which are larger versions of their inshore units which have proved successful with municipal corporations, river boards and other authorities in the UK since their introduction 18 months ago.

Required by the French Marine Department in Toulon, Brest and Cherbourg, the equipment comprises two spray booms which are projected over both sides of the vessel and through which low-toxicity dispersant is pumped. Specially designed trailing surface-breakers provide necessary agitation, while gimbals incorporated in the fabricated mountings stabilise the booms in heavy seas.

Mobile generating sets for Ecuador

FOLLOWING closely the dispatch of five 2,000 kW mobile diesel-generating sets to Libya, Ruston Paxman Diesels Ltd., Newton-le-Willows, has won a further export order for five 1,120 kW mobile sets from Ecuador.

Ordered by Instituto Ecuatoriano de Electrification—the government department covering national power generation in Ecuador—the contract, worth nearly £500,000, covers self-contained equipment which will initially provide peak-load power for industrial and domestic requirements in the towns of Babahoy (two sets) and Riobamba (three sets), both towns located on the high sierra in Ecuador.

Scheduled for delivery later this year, the sets are designed to operate at site conditions varying between sea level, 95 degrees F ambient temperature, and 9,200 ft. above sea level, 77 degrees F temperature.

With this latest contract, Ruston Paxman Diesels has supplied, or is building some 20 generating sets for Ecuador, totalling 26,300 kW output.

Pumps for Asian Institute

PULLEN Pumps Ltd., Croydon, have received an order for pumps to be installed in the new Asian Institute of Technology, Bangkok, Thailand. The order comprises a number of 3 in. to 6 in. pumps from the TB range of Pullen standard centrifugal pumps, to meet the design specification drawn up by J. Roger Preston and Partners of London, mechanical services consultant engineers for the project.

The TB range of belt-driven centrifugal pumps has a high-grade gunmetal impeller, running in renewable phosphor-bronze sealing rings, and housed in a cast-iron outer casing. V-belt drives were chosen for this application to ensure maximum pump running life. By fitting a drive of this type, the speed of TB units can be increased to give a greater output thus enabling them to handle abnormal loads not foreseen during initial design stages.

£¾ million for Stothert and Pitt cranes

A CONTRACT valued at more than £750,000 to supply cranes and other equipment for a new shipyard now under construction on the east coast of Korea has been awarded to Stothert and Pitt. The company's crane and deck machinery group has signed the contract with the Hyundai Construction Co. Ltd. of Seoul.

The new shipyard is being built at Mipo Bay, Ulsan. Stothert and Pitt Ltd., of Bath, are to supply a 20-ton crane which will be used to off-load steel products from vessels into the stock yard, two 30-ton jib cranes for shipbuilding and fitting-out work, and a mile of rail track and underground collector pick-up gear.

The yard is being built at a cost of £30 million of which £6 million is expected to be spent on British equipment.

£1.25m contracts from Yugoslavia

BRITISH Oxygen Company Ltd. has won contracts worth £1.25 million to supply a welding-electrode producing plant and a steel-mesh producing plant to Rudarsko Metalurski Kombinat, steel producers of Zenica, Yugoslavia. A new factory is now under construction at Bijeljina, about 80 miles west of Belgrade, to accommodate both plants.

The contracts cover the supply, installation and commissioning of the plants and the training of operators. They also include BOC technology and know-how for producing manual electrodes of the BOC-Murex type. This plant will provide a comprehensive range of electrodes, including many types not currently made in Yugoslavia.

Instrumentation for Trieste

VERITRAK Electronic Process Control Instrumentation has been chosen for the new Aquila SPA refinery at Trieste, Italy.

An order for this equipment has been placed with the computer and instrumentation division of Westinghouse Electric at Hitchin, Herts. by the Total Oil Co., the main contractors being Foster Wheeler, Italiana SPA, and Technipetrol SPA.

The order is valued at £100,000 and calls for a complete Westinghouse package using the Veritrak comprehensive line of intrinsically safe instrumentation including transmitters with solid-state rebalancing and panel board instruments of the Compact Control Station type with multi-pen dedicated recording.

Another order for Redac software

REDAC Software have supplied a PCB layout package to the Telephone Exchange Division of L.M. Ericsson, the large Swedish telecommunications company. The purchase was made after a detailed evaluation of the software over a 12-month period which included use of Redac's PCB bureau facilities in Tewkesbury.

The PCB layout package will be used by L. M. Ericsson for the design of a variety of boards, including both discrete and integrated circuit components, but will be primarily used with high-accuracy layouts with large complex boards.

Bumper bar machines worth £780,000

EXPORT orders for bumper-bar forming machines won this year by Redman Engineering, Gloucester, now exceed £780,000. This figure was reached this month with the announcement of two export orders worth together £280,000. They cover two Mk. 1 machines for A. S. Raufoss of Norway and a Mk. 1 machine for the F.S.O. Factory, Warsaw, Poland. The machines will be constructed at the Atlas Works of Fielding and Platt, Gloucester.

£1 million exports record

MULTITONE Electric Co., the pocket-radio paging specialists report that group sales for the financial year were £2,913,392—a 13 per cent increase on the previous year. Exports exceeded £1 million for the first time in the company's

history. Turnover for those Multitone companies based in the United States and Canada increased by 27 per cent.

More orders for Turnbull mark IV stern bearings

Ross Turnbull Ltd. have announced two further orders for mark IV stern bearings. They are from Seatrain Shipbuilding Corporation of New York, USA, a subsidiary of Seatrain Lines Inc., prominent containership operators.

The Turnbull bearings are to be installed in 225,000 dwt. VLCCs now under construction—the largest vessels ever to be built in America. The vessels will have an installed power of 50,000 shp and be built to A.B.S. Classification.

A few months ago, Ross Turnbull Ltd. announced an earlier order received from Seatrain Shipbuilding Corporation, for the first of these new vessels.

Ross Turnbull have also received orders from an American shipbuilder for mark IV stern bearings for three 35,000 dwt. gas turbine-powered oil tankers which are being built by Gunderson Inc. Construction of the new vessels will start later this year, with delivery of the first ship due in May 1974.

£500,000 export order for tubes

EXPORT orders for £500,000-worth of high-quality steel tube have been won by the BSC Tubes Division in Finland, Sweden and Poland. The tubes, to be used in power stations and associated plant, will be made at the division's works at Corby and Bromford and Prothero.

The orders, which total more than 2,000 tons, are due to be completed in the first half of next year.

Power-Gas to supply gas plant

POWER-GAS Ltd. has received a further order from Tokyo Gas Co. for the first substitute natural-gas plant to be installed in Japan. Like the USA, Japan has an energy deficit and much more business of this type can be expected, says the company.

The plant will be built at the Toyosu works of the Tokyo Gas Co. and will be the sixth plant designed by Power-Gas for these works, the earlier plants being for the production of normal town gas. Power-Gas has also been responsible for the design of seven town gas plants at the Negishi works of Tokyo Gas Co. The value of the project is Yen 2,500 million or nearly £3.5 million.

Whessoe win Indian contract

WHESSOE Ltd. have won a contract valued in the region of £250,000 to fabricate and supply three sets of steel speed rings and spiral casings. The order was secured from the Indian Government undertaking Heavy Electricals (India) Ltd., Bhopal, and the finished assemblies will be incorporated into a hydro-electric scheme at Kalinadi in the state of Mysore.

The internal diameter of each speed ring is approximately 13 ft., and the diameter of each associated spiral casing is 6 ft. 10½ in. reducing to 3 ft. The work will be undertaken at the Stockton works, and shipment of the completed fabrication is scheduled to begin during the spring of 1974.

Record sales of golf shafts to Japan

EXPORTS of steel golf shafts to Japan during 1972 by Accles and Pollock Ltd. of Oldbury, Worcs., had exceeded £200,000 by mid-September, further improving on the record level established in the first quarter of the year.

With all the top Japanese golf-club manufacturers buying their shafts from Britain for their quality clubs, total sales of Accles and Pollock shafts for the year could be more than £300,000—well over double the value for 1971.

British TV cameras installed in Scandinavian explosives factory

MANAGEMENT at a Norwegian explosives factory were becoming concerned at the loss of workers' lives occuring when highly explosive chemicals were being mixed. In order to increase personnel safety, the company at Ski in Norway have installed a closed circuit TV system in the mixing building. Now the workers watch the mixing process on television screens in the safety of a bunker, situated away from the building.

Special television cameras, manufactured by Link Electronics of Andover, are used to keep an eye on the various mixing processes involving high explosives such as nitro-glycerine and gun cotton.

The cameras pictures are relayed to the bunker where they can be selected for display on either of two television monitors. The Link Electronics 101 camera was specially designed for closed circuit TV applications such as these. It is a completely solid-state camera, which has an automatic sensitivity control maintaining a constant picture over a wide range of light levels.

MISSIONS and TOURS

Electrical products manager on extensive Far East tour

MR. Z. I. Dyke, general marketing manager with the Dunlop Polymer Engineering Division's Electrical Products Group, Leicester, left Heathrow last month on an extensive six-week business tour of India, China, Australia, New Zealand and Turkey.

The main purpose of the tour is the development of potential markets for overhead power-transmission line equipment. The Electrical Products Group specialises in spacers, spacer-dampers and other transmission-line hardware.

Japanese visit to aid UK exports

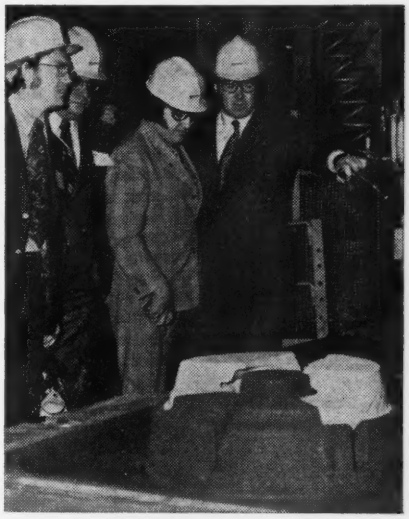
A TRIP to Japan by two Midlands businessmen is intended to cement relationships with a leading Japanese trading house and extend Wraxall Products' exporting facilities, in turn assisting smaller and medium-size companies in the UK sell their products overseas.

Since its formation six months ago, Wraxall Products Ltd., of Exhall, Coventry, has established a successful importing arrangement with a prominent Japanese import/export house in Osaka, Japan. The company now intends to promote a reciprocal export trading agreement and invite British industry, with products of possible interest to the Japanese market, to use Wraxall's service to reach this market.

The visit by commercial director Tony English and sales director Dick Goble will not be purely an exploratory one as detailed negotiations are to take place, on behalf of UK companies, who have already approached Wraxall with a view to penetrating the Japanese market with their products, which range from patented malleable iron wedges for ship launching to high-quality fashion-ware and jewellery.

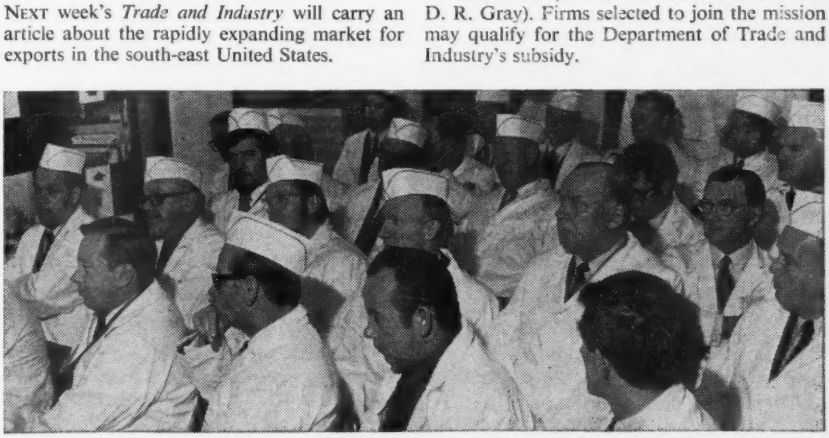
The south-east United States

NEXT week's *Trade and Industry* will carry an article about the rapidly expanding market for exports in the south-east United States.



Senior representatives of the Canadian foundry industry photographed during their recent tour of Yate Foundries Ltd., near Bristol. Members of the Iron Foundry Technology Mission from Canada, they were on a three-week tour of British and German foundries, studying the latest equipment and techniques of their industry in Europe.

In anticipation of expansion the London Chamber of Commerce is planning a selling mission to the USA early in 1973. There are still a few vacancies to participate in this mission. Interested firms are invited to get in touch immediately with the organisers, the London Chamber of Commerce, at 69 Cannon Street, London EC4 (Tel. 01-248 4444 ext. 39—Mr. D. R. Gray). Firms selected to join the mission may qualify for the Department of Trade and Industry's subsidy.



A party of European customers recently visited the Blackpool premises of Symbol Biscuits Ltd.—a member of the J. Lyons group of companies. As well as touring the production facilities they heard that the current year looked like setting an all time export record for the company, which this year celebrates its 50th anniversary.

Effects of EEC entry on British-Canadian trade

—Mr. Michael Noble

AFTER the United Kingdom has joined the EEC, Canada will be this country's second largest export market outside the Community and its free trade associates, said Mr. Michael Noble, Minister for Trade, in London on October 24.

Addressing the Canada–UK Chamber of Commerce luncheon at the Dorchester Hotel, Mr. Noble went on: 'Our exports to Canada have grown spectacularly in the last two or three years: £288 million in 1970, £349 million in 1971 and already £273 million this year—a rate which, if continued, would give a total of £364 million. Canada was our tenth market in 1970, our ninth in 1971 and, so far, our eighth in 1972, and following close behind the seventh and sixth, Belgium and Sweden. 1971 was a record year and 1972 looks like being another.

'All this indicates clearly the importance of each market to the other. Canada is our eighth market, we are Canada's second. We are one of Canada's best markets for manufactured goods, while raw materials, Canada's historic strength and likely to remain so for the foreseeable future, however great may be her industrial development, will be the key to the expansion of the industries of the Community, as much as any in the world.

'My visit to Canada last year covering Toronto, Quebec, Ottawa and Vancouver, my discussions with so many industrialists and Ministers (both federal and state) brought out clearly one fact. The great appreciation and understanding in Canada of the aims of Britain in Europe and their gratitude for the special arrangements we had negotiated for her main interests.

'In the changes that will come there is one great Paradox. It is scarcely a common circumstance for Governments to be able to say to each other: "We are going to raise our tariffs against you, eliminate your preferences and give preference instead to someone else. We believe that you will benefit from this." But, like all the best paradoxes it is true. It is a question of Britain's quality as a trading partner. Partnership is a common business form.

'We look to our membership of the Community and all that follows from the establishment of a home market larger than that of the USA to stimulate in us a rate of growth such as the Community have enjoyed.

'This growth will enormously enhance our dependence on foreign trade, not just with Europe but with all the countries of the world. Canada, with her vast natural resources, her high level of economic development and her rapidly expanding economy, not to mention her close trading ties with Britain, must be particularly advantageously situated to reap the fullest benefit from the new situation just as she will be the sort of trading partner we shall need and want to have.

Summit Communique

'As members of the EEC, we now have a new role to play in helping to shape the enlarged Community's relations with other parts of the world and making it outward and forward looking. The Summit Communique has declared the Community's intention of maintaining a constructive dialogue with Canada and other industrialised trade partners as well as its intentions towards the developing countries. Questions of monetary, regional and social policy have caught most of the public eye. But the Summit conference has also made significant progress in setting the Community a programme for its external relations.

'In particular, it affirms the major importance which the enlarged Community attaches to new multilateral trade negotiations in GATT, to which it will contribute, on a basis of reciprocity, in such a way as to ensure the harmonious development of world trade. The emergence of a new and powerful Community of Nine brings with it the need for a comprehensive review of international economic relations.

Minister for Trade, Mr. Michael Noble, addresses the Canada-UK Chamber of Commerce. On the Minister's left is Mr. C. T. Hackett, president of the Chamber, and next to him Councillor John E. Guest, Lord Mayor of Westminster.

'This was why the USA and the Community agreed, early this year, to initiate multilateral trade negotiations in GATT to begin next year—an agreement which we and all the major trading countries of the world, including Canada, heartily supported.

'The Summit Communique now expresses the hope that an effort will be made by all parties to complete these negotiations by 1975 and in preparation it has set Community institutions a deadline of July 1 next year by which to decide on a global approach covering all aspects affecting trade.

'Fortunately, much thought has already been given in the last year or two to the problem of further liberalisation of trade. The Report of the OECD High Level Group on Trade Problems, published last month is a valuable contribution in this direction. It provides a framework of thought and a practical set of suggestions which are all the more valuable in that the members of the Group, who included representatives of Canada and the UK along with the other major trading nations of the world, had long and wide experience of the problems with which they were dealing. In the field of industrial trade, the group stressed the importance of efforts to reduce tariff and non-tariff barriers in the industrial field and in this context have made some quite specific suggestions on the use of safeguarding measures by which countries may seek to protect themselves against damaging consequences of sudden changes in trade flows. They also laid proper emphasis on the responsibility of the developed countries to assist the developing countries' economic progress.

'Meanwhile, of course, GATT is carrying on its preparatory discussions of the problems of trade barriers—discussions in which Canada plays a very active part.

Early warning of tariff changes

'It must be said that the elimination of the preferential system will not be easy. Traders in Canada and Britain will have to adjust to an entirely new structure of world trade. Adjustment takes time and it is impossible to adjust to the unknown. To an extent, Canada's intentions are unknown.

'We assume that our preferences will eventually largely fade out, but we do not know the time-scale. Nor do we know what rates of

tariff we must expect to have to face. Certainly it would be wrong to assume that in every case the present preferential rates will rise to meet the present mfn rates.

'Canada will follow her own interests and these, either for domestic industrial or market reasons or in the course of the forthcoming multilateral trade negotiations, may dictate reductions in mfn rates rather than increases in preferential rates. The important thing for all of us and for traders in Canada as well is that any tariff changes the Canadian Government decides to make should be announced in good time, so that everyone concerned may be able to adjust themselves to the new rates, to the best advantage of Canada and Britain alike.

'But let no one doubt that Britain can compete without being specially favoured. Five of our seven largest export markets, the USA, W. Germany, France, the Netherlands and Belgium, are markets in which we have to compete without preference against the strongest competition in the world. In four of those countries, we are in fact less favoured than other nations.

'We have already sold goods worth over £2,000 million to those five countries alone this year. If we can compete in those countries, we need not doubt our ability to compete in Canada without preference.

'Yet it is in both our interests to create the best climate possible.

'Where two trading countries have such ancient and close ties as exist between Canada and Britain, it is less easy sometimes to identify all that is going on daily and weekly to sustain this trade. The missions we support, the weekly contacts between firms and their agents do not naturally attract the publicity of a British fair in Pekin. But our Trade Promotions are active and continuous.

'A food promotion in Winnipeg has just ended; a major promotion with consumer goods but with an interesting technological slant is at the moment taking place in Simpsons Stores throughout Canada to mark their centenary year. But these and the other similar events are but the tip of the iceberg.

'If trade is to succeed as for both our countries it must, the closest possible liaison between Government and private industry is essential.

'You in the Canada–UK Chamber have a long and distinguished history. It is appropriate that you should now, be turning more of your attention to British exports to Canada, and, as part of this new effort, developing new and close relations with BCTA.

'You and BCTA and all of us concerned in Anglo-Canadian trade can only benefit from these constructive developments. In your second half century you will have an exciting new role to play in a world which will change at least as much as it has in your first 50 years.'

European Communities: Government information effort intensifies

As part of a programme to step up the Government information effort on the European Communities, 300,000 copies of a new 34-page free booklet *Europe—A Checklist* were distributed throughout the UK last weekend. An official guide to key sources of information for industry, business and the professions on the UK's impending membership of the European Community, the booklet has gone out to trade associations, public libraries and educational establishments. It is also being mailed to the chief executives of about 180,000 industrial and commercial establishments.

In an accompanying letter to the firms, the Secretary of State for Trade and Industry, Mr. John Davies, writes: 'In two months the United Kingdom will be a member of the European Community. Membership will mean a new and more competitive environment for many thousands of firms of all sizes. But as the transitional period progresses opportunities will increase immensely; you will want to be prepared to take advantage of these. This guide to key sources of information has been published to help you plan for the Community. I hope you will make full use of it'.

Europe—A Checklist identifies sources of information under 12 general headings:

Industry and commerce
Agriculture, fisheries and food
Finance and taxation
Free movement of persons, and social questions
Transport
Environment
Law
Education, science and the arts
Travel, exchanges, visits and cultural links
Aid to the developing countries
Official UK and Community publications
European Community and other sources

Distribution of the booklet was announced in Parliament on October 26 by Mr. Anthony Royle, Parliamentary Under-Secretary of State, Foreign and Commonwealth Office, answering a question on the arrangements being made by the Government to ensure that authoritative information and advice are available to help people in the United Kingdom prepare for forthcoming membership of the European Communities.

'A detailed review has been conducted by departments, under my chairmanship, to ensure that authoritative information and advice are available to all concerned, notably those in industry, business, agriculture and the professions,' said Mr. Royle.

'As a result of this review departmental programmes have, where necessary, been intensified by the provision of more information material and facilities for answering inquiries both centrally and locally. In addition a Checklist and Guide to key sources of information is being published today for distribution free with appropriate publicity. I have arranged for copies to be placed in the Library of the House.

'It is hoped that this special effort will both ensure the ready availability of authoritative information and advice and bring it to the attention of those who need it to prepare for Community membership.'

The information effort is being backed by national Press advertising, which began on November 1, inviting applications for *Europe—A Checklist*.

For the Department of Trade and Industry this new stage represents an intensification of a European Communities information effort that began in July 1971, with the setting up of the EEC/EFTA Information Unit at DTI Headquarters in London. Since the Unit began operating it has dealt with over 12,000 telephone inquiries from industry and commerce and answered several hundreds of letters.

Other components of the effort have been the two series of articles, *Britain and the EEC* and *Preparing for Europe*, which have been running in *Trade and Industry*. The *Britain and the EEC* series, which covers Community background, policy, law and arrangements for entry, has been available in a collected edition for some time, and altogether 45,000 copies have been distributed to meet requests.

Coincident with the current publicity campaign, the *Preparing for Europe* series is now published as a free 32-page booklet. Twelve case histories, drawn from firms with work forces ranging from 70 to 9,500, show how organisations manufacturing very different types of product are approaching the challenge of market entry. *Preparing for Europe* also contains an action check list, a guide to sources of advice and reading list.

The complementary booklets *Britain and the EEC* and *Preparing for Europe* are available from **EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591.**

Europe—A Checklist is available from **Europe Checklist, PO Box 686, London SW20 8TB.**

Irish customs tariff brought in line with CCT of the EEC

THE Irish Republic's accession to the European Economic Community requires the Irish Customs Tariff to be brought into line with that of the EEC Common Customs Tariff (CCT). The Tariff, in its revised form, has now been issued, and comes into operation on January 1, 1973.

The new tariff sets out the current Irish Tariff in terms of the Headings of the Common Customs Tariff of the EEC with additional breakdowns where necessary. Certain changes of substance will be introduced in the new tariff as from January 1, 1973. The changes may be summarised as follows:

The conversion of the Irish Customs Tariff to that of the EEC Common Customs Tariff (CCT) while generally maintaining the existing subheadings of the current Tariff within this framework.

The incorporation of the statistical classification list for imports and exports based on the EEC statistical classification system ie Nimexe, and the elimination of the current Official Import and Export List.

The use of a single seven-digit Tariff Code Number to classify goods for both Tariff and statistical purposes.

The conversion to metric terms of the units of quantity in 48 chapters of the Schedule and at a large number of Tariff Code Numbers in many other chapters.

The elimination of the Customs duties on coal.

The following items will be reclassified, without alteration of existing duties, as shown below:

a. mobile structures, previously classified in Chapter 39, 44, 48, 73 or 76, according to the constituent material, will now be classified in Chapter 87

b. panty hose will be classified in Tariff Heading No. 60.04 instead of 60.03

c. certain deodorant preparations previously classified in Tariff Heading No. 38.19 will be classified in Tariff Heading No. 33.06.

Further information regarding the new Customs Tariff can be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757 ext. 466/467/488).

European Community quota for road haulage

DETAILS of the Community Quota for road haulage are now available in an explanatory memorandum (EEC/NTA/CQ/1) issued by the Department of the Environment. Attached to the memorandum is a form (EEC/NTA/CQ/2) on which applications may be submitted for a share of the Community Authorisations ('permits'). The authorisations are for hire or reward traffic only.

The arrangements which the Department is making are provisional and no guarantee can be given that submission of an application will be followed by the issue of authorisations to operators. This is because discussions have not yet been concluded in Brussels about the extension of the present arrangements, set up experimentally under EEC Regulation No. 1018/68 and due to expire on December 31, 1972, or about UK participation in whatever future Community Quota may be decided upon.

In any case consideration will be given to applications only from those operators who can satisfy the Department that they have an adequate network of contacts, agents, associates or subsidiaries in at least two of the other eight Member States to enable them to make extensive, multi-country use of Community Authorisations.

Copies of the explanatory memorandum and application form may be obtained from the Clerk, Northern Traffic Area, 36-42 Low Friar Street, Newcastle-upon-Tyne NE1 5XR (tel: Newcastle 610031). Copies will be sent automatically to operators who already hold French, German or Italian road haulage permits.

AIRCRAFT COMPONENTS

Temporary suspension of the Common Customs Tariff (CCT) of the EEC

IN the issue of *Trade and Industry* dated August 24, 1972 details were given of the three groups of aircraft components on which the CCT of the EEC is currently or partially suspended.

The EEC have now notified us of requests made for adding further products to the following groups of aircraft components

(i) when the goods are used for the servicing or repair of aircraft of an unladen weight exceeding 15,000 kg—see List A

(ii) when goods are used in the construction of aircraft exceeding 15,000 kg, test flown on or before January 1, 1973 (new date)—List B

If these suspensions were adopted goods from all sources would enter the existing Community duty free. If the suspensions were not adopted UK manufacturers would not be entitled to immediate entry duty free but they would from April 1, 1973 enjoy a preference on exports to the Six over supplies from non-Member States. This preference would progressively increase during the Common Market transition period.

The Department of Trade and Industry will wish to take acount of United Kingdom interests in making its views known to the Community before decisions are taken whether the proposed suspensions should be granted on goods from outside the Community. The Department would naturally support any move to suspend the duty on these goods imported into the Six from the acceding States including the United Kingdom. As far as the UK tariff is concerned, if the CCT is suspended on January 1, 1973 the Department of Trade and Industry will have to consider whether to recommend that the United Kingdom transitional tariff should be suspended at the earliest possible date or whether the United Kingdom tariff should be aligned progressively towards the supension level of the CCT in accordance with the transitional timetable set out in Article 39 of the Treaty of Accession. The Department propose to implement such suspensions in the United Kingdom tariff as soon as feasible unless, in the light of information received, it is judged that whilst there may be no United Kingdom objection to the CCT suspension it would nevertheless be contrary to the interests of United Kingdom producers to implement a similar suspension in the United Kingdom tariff.

Trade associations who are known to be interested have been consulted but if any United Kingdom producers outside such associations have an interest in the goods in question and would be opposed either to the adoption of a suspension by the Community or to the early implementation of any such suspension in the UK tariff, they should inform the Department, giving for each particular product as much of the following information as possible:

a. estimated EEC (9 countries, including the UK) demand in 1973 and subsequent years;

b. estimated UK demand in 1973 and subsequent years;

c. UK production expected to be available for

   i. the UK market

   ii. the rest of the EEC in 1973 and subsequent years.

d. Whether the United Kingdom products are fully interchangable with the produtcs of other manufacturers regardless of the type of equipment orginally fitted or intended to be fitted in a particular aircraft.

The information requested above from United Kingdom manufacturers should be sent to the Department of Trade and Industry, Tariff Division, Room 332 Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (Tel: 01-222 7877, ext. 2519) not later than November 8, 1972.

LIST A

Common Customs Tariff heading	Description of goods
38.17	Fire extinguishers permantly installed on board aircraft
39.02	Polymerisation and copolymerisation products in the form of plates, sheets, film, pipes, profile shapes and the like other than ion exchangers, polyethylene, polytetrahaloethylene, polysulphohaloethylenes, polypropylene, polyisobutylene, polystyrene and its copolymers, polyvinylchloride, polyvinylidene chloride, copolymers of vinylidene chloride and of vinyl chloride, polyvinyl acetate copolymers of vinyl acetate, polyvinyl alcohols, acetals and ethers, acrylic polymers, methacrylic polymers, acrylomethacrylic copolymers, coumarone resins, indene resins and coumarone-indene resins
40.09	Piping and tubing, of unhardened vulcanised rubber
73.15	Sheets and plates of alloy steel to particular specifications
73.18	Tubes and pipes of steel to particular specifications
73.25	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, but excluding insulated electric cables . . . Steel cables for flight controls, ready for use
76.02	Wrought bars, rods, angles, shapes and sections, of aluminium; aluminium wire:
76.03	Wrought plates, sheets and strip, of aluminium of a thickness exceeding 20 mm
76.16	Clamps, flanges and fastening or fixing devices of aluminium and other articles of aluminium falling within 76.16 except nails, tacks, staples, hook nails, spiked cramps, spikes, nuts, bolts, screws and washers
81.04	Wrought titanium
83.02	Base metal fittings and mountings of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets, and the like
83.09	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets, and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifurcated rivets, of base metal . . .
84.21	Extinguishers, filled or not, and parts
84.53	Automatic data processing machines and units thereof
84.55	Parts and accessories suitable for use solely or principally with machines of a kind falling within heading No. 84.51, 84.52, 84.53 or 84.54:
84.59	Wind-screen wiping mechanisms parts, not elsewhere specified or included, of the equipment which is the subject of the present list
85.02	Electro-magnets; permanent magnets and articles of special materials for permanent magnets, being blanks of such magnets; electro-magnetic and permanent magnet chucks, clamps, vices and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads . . .
85.12	Electric heating resistors, other than those of carbon
85.21	Diodes, transistors and similar semi-conductor devices, electronic micro-circuits Parts of all items under 85.21
85.23	Co-axial cables being electric wires, ready for use, covered Electric cables in 'octopus' or 'harness' form, ready for use
90.08	Projectors and sound reproducers, combined or not
90.16	Measuring or checking instruments, appliances and machines; profile projectors . . .
90.18	Oxygen masks; breathing appliances
91.11	Clock and watch parts other than jewels, springs, unassembled clock and watch movements
92.11	Combined sound recorders and reproducers
92.13	Other parts and accessories of apparatus falling within heading No. 92.11

LIST B

Common Customs Tariff heading	Description of goods
84.08	Gas turbines (other than turbo-propellers)
84.15	Evaporators and condensers, other than for domestic equipment
84.15	Compression-type refrigerating equipment (air conditioning)
84.61	Taps, cocks, valves and similar appliances (intended solely for aircraft) (regulating devices for air conditioning)
85.01	Electrical generators; electric motors
85.17	Electric sound or visual signalling apparatus
90.28	Electrical or electronic measuring, checking, analysing or automatic control instiuments and apparatus
90.29	Parts for electrical instruments and apparatus, falling within tariff headings 90.23, 90.24, 90.26, 90.27 and 90.28

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, proposed regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts and drafts texts may be seen on application.

Cereals. Regulation (CEE) No. 2198/72 amends Regulation (CEE) No. 376/70 in so far as it concerns adjudications for the export of cereals held by intervention agencies. (*Journal Officiel* No. L235, October 17, 1972)

Seeds. Decision 72/350/CEE relates to the setting up of an advisory committee for seeds. (*Journal Officiel* No. L236, October 18, 1972)

Wine. Regulation (CEE) No. 2204/72 relates to the abolition of the conclusion of private storage contracts for table wine of the RI type. (*Journal Officiel* No. L236, October 18, 1972)

Fruit and vegetables. Regulation (CEE) No. 2211/72 fixes the standard average values for the valuation of imported citrus fruits. (*Journal Officiel* No. L237, October 19, 1972)

Oils, fats and oilseeds. Regulation (CEE) No. 2214/72 fixes the final amount of aid for colza, rape and sunflower seeds, fixed provisionally since March 29, 1972. (*Journal Officiel* No. L237, October 19, 1972)

The *Journal Officiel* No. C108 dated October 14, 1972 contains the draft texts of two proposed regulations as follows:

1. Amending Article 10 of Regulation No. 136/66/CEE concerning aid for olive oil
2. Fixing the target price and the intervention price of olive oil for the 1972/3 marketing year.

It should be noted that the texts of the Regulations, when finally approved, may differ from the draft texts referred to above.

Eggs. Regulation (CEE) No. 2235/72 fixes the sluicegate prices and the levies in the egg sector for the period November 1, 1972 to January 31, 1973. (*Journal Officiel* No. L239, October 21, 1972)

Poultrymeat. Regulation (CEE) No. 2236/72 fixes the sluicegate prices and the levies in the poultrymeat sector for the period November 1, 1972 to January 31, 1973. (*Journal Officiel* No. L239, October 21, 1972)

Ovoalbumin and lactoalbumin. Regulation (CEE) No. 2237/72 fixes the sluicegate prices and the import charges for ovoalbumin and lactoalbumin for the period November 1, 1972 to January 31, 1973.(*Journal Officiel* No. L239, October 21, 1972)

EDB ext. 7174/408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L238 dated October 20, 1972 contains the text of Decision 72/354/CEE authorising France to exclude from Community treatment radio broadcasting receivers whether or not combined with sound recorders or reproducers (CCT No. 85.15 A III) and refracting telescopes (monocular and binocular) prismatic or not (CCT No. 90.05) originating in the USSR and Hong Kong respectively and freely circulating in the other Member States. **EDB ext. 7174/408**

TRANSPORT: The *Journal Officiel des Communautés Européennes* No. L238 dated October 20, 1972 contains the text of the opinion of the Commission addressed to the Belgian Government regarding the draft Royal Order amending the Royal Order of March 23, 1970 implementing Regulation (CEE) No. 543/69 on the harmonisation of certain social legislation relating to road transport.

EDB ext. 7174/408

EEC/AUSTRIA AGREEMENT: *Trade and Industry* dated October 19 (page 111) contained an announcement about the EEC/Austria interim trade agreement, which came into force on October 1. This provides for a mutual 30 per cent tariff reduction on most industrial goods and on a few processed agricultural goods, and for significantly smaller tariff reduction on a number of sensitive products. In each case the reductions will be made in the tariffs effectively applied on January 1, 1972. Inquiries should be directed to Export Data Branch (ext. 7174/408 for inquiries on goods consigned to the EEC and ext. 460/461 for those on goods to Austria).

Application for anti-dumping duties on imports of engineers and saw files from Australia, India, Portugal or Sweden

THE Department of Trade and Industry is considering an application from the File Trade Association, on behalf of the UK producers of steel files, for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on engineers and saw files imported from Australia, India, Portugal or Sweden.

A statement of the applicants case will be supplied to interested parties who give an undertaking to treat the information in confidence.

Any representations in connection with this application, other than from overseas suppliers with whom special arrangements will be made, should be submitted in writing not later than November 20, 1972

Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of the statement, together with an undertaking in the terms set out above, should be sent to Tariff Division, Department of Trade and Industry, Room 327, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Application for anti-dumping duties on certain imports of men's leather shoes

THE Department of Trade and Industry is considering an application by the British Footwear Manufacturers Federation for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on men's leather shoes from Czechoslovakia, Eastern Germany, Poland and Romania.

A statement of the applicants' case will be supplied to any interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than November 20, 1972. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent in writing to the Tariff Division, Department of Trade and Industry, Room 322, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Temporary exemption from import duty: revised definition

INTERESTED parties will wish to know that the definition for Kapton Tape (39.01) has been revised as follows:

> Polyimide film, not exceeding 1,530 millimetres in width, uncoated or coated with fluorocarbon resin and having a total thickness not greater than 0.3 millimetre.

It will run until December 31, 1973.

Polish Prime Minister, Mr. Piotr Jaroszewicz, greets Secretary of State for Trade and Industry, Mr. John Davies, during the British Minister's recent visit to Poland. In the background are Mr. J. Caines (left), principal private secretary to Mr. Davies, and Mr. P. S. Preston, a Deputy Secretary of the DTI, London. Among other engagements, Mr. Davies had talks with the Polish Minister of Foreign Trade, Mr. Tadeusz Olechowski.

Applications for the reimposition of the import duty

THE Department of Trade and Industry, Tariff Division, has received applications for the reimposition of the import duty from January 1, 1973 on the following items, which are at present temporarily exempt. These are in response to the notice of the Annual Review of temporary exemptions published in *Trade and Industry* on August 17, 1972.

Tariff heading	Description	Reference
07.02	Asparagus	T 12741
07.04	Asparagus	T 12164
	Celery	T 12163
	Dried onions	T 12161
44.09	Cleft pales, stub-pointed, not less than 914 millimetres nor more than 1.83 metres in length, split from stems or branches of sweet chestnut of not less than 101 millimetres in girth	T 11623

Representations should be addressed to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, giving the respective reference shown above. These should be received by November 16.

Spain: telex facilities

THE British Consulate in Las Palmas and British Consulates-General in Barcelona and Bilbao have recently been allocated telex numbers as follows:

Las Palmas: 95276 Barcelona: 52799 Bilbao: 32446

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— Dr. FRY'S TRANSLATION SERVICE

2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Australia: general review of the tariff

A NOTICE in *Trade and Industry*, September 28, on the future of British preferences on exports to Australia mentioned the general review of the Australian Customs Tariff. The Australian Tariff Board has recently published detailed information about the review, which is expected to take until 1978 and to entail 35 separate industry references. A chart showing the broad categories of products to be investigated, and the estimated dates of the references and of presentation of the reports, is given below.

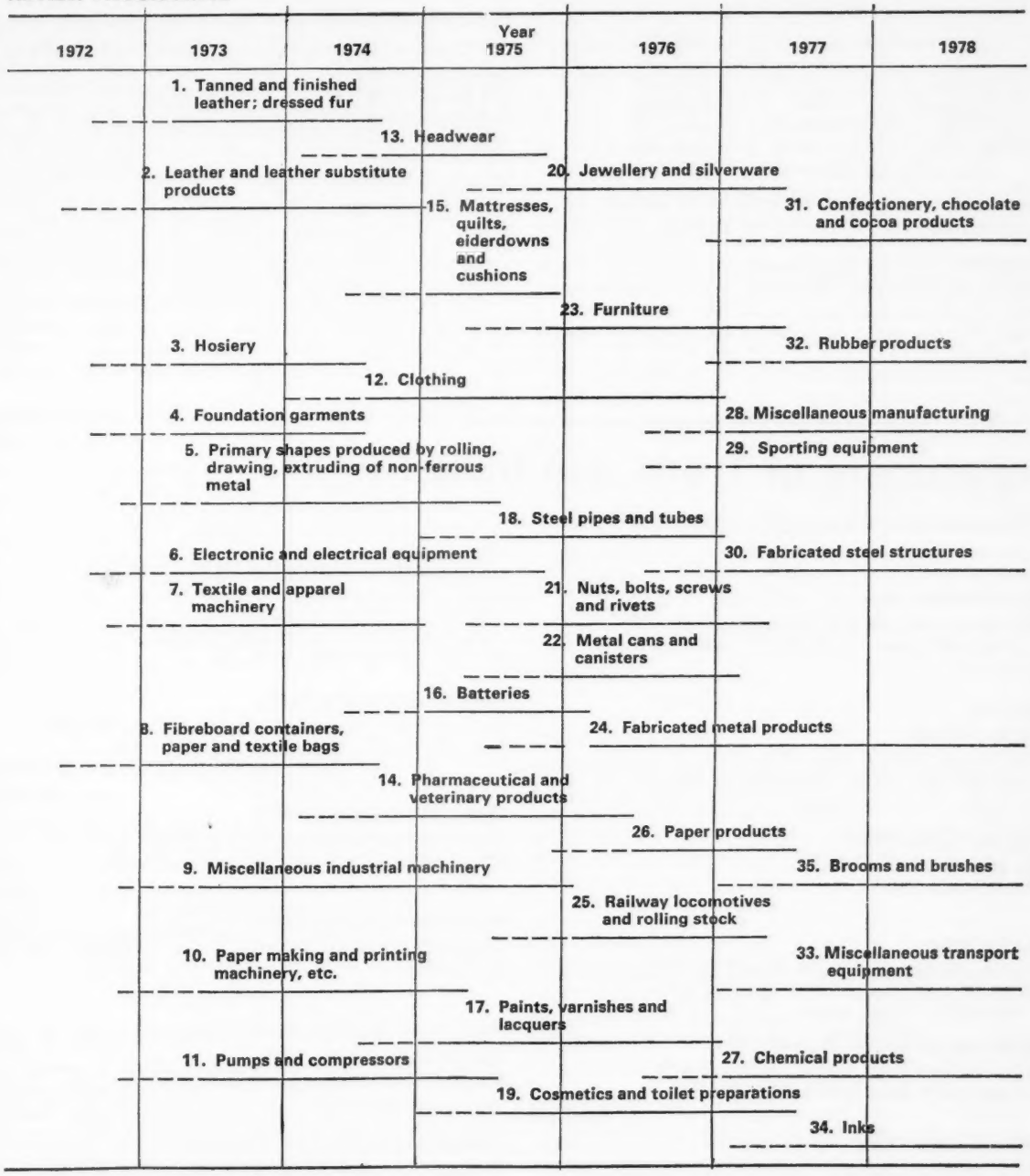
This information is helpful in giving advance warning of references to the Tariff Board, so allowing exporters time to consider whether they wish to give evidence. It also indicates that the rates of duty applied to United Kingdom exports of the products concerned are unlikely to be altered until the Tariff Board has reported and the Australian Government has decided upon new rates (which will be the same for British and foreign goods). Earlier changes in the rates on individual items cannot however be completely ruled out. The position on margins of British Preference remains as explained in the notice published on September 28.

The references shown in the chart will be published through the Export Intelligence Service and in *Trade and Industry* when they are made. British firms will be able to present evidence to the Tariff Board either direct or through a representative such as the Australian British Trade Association.

Copies of the Tariff Board publication, which set out in detail the product coverage of the proposed references, may be inspected in the Tariff Section of Export Services Division, Export House, 50 Ludgate Hill, London, EC4. Ref. CRE 2130/72.

CRE ext. 2841/2318/2319

REVIEW PROGRAMME


Year
1972
1973
1974
1975
1976
1977
1978
1. Tanned and finished leather; dressed fur
13. Headwear
2. Leather and leather substitute products
20. Jewellery and silverware
15. Mattresses, quilts, eiderdowns and cushions
31. Confectionery, chocolate and cocoa products
23. Furniture
3. Hosiery
32. Rubber products
12. Clothing
4. Foundation garments
28. Miscellaneous manufacturing
5. Primary shapes produced by rolling, drawing, extruding of non-ferrous metal
29. Sporting equipment
18. Steel pipes and tubes
6. Electronic and electrical equipment
30. Fabricated steel structures
7. Textile and apparel machinery
21. Nuts, bolts, screws and rivets
22. Metal cans and canisters
16. Batteries
8. Fibreboard containers, paper and textile bags
24. Fabricated metal products
14. Pharmaceutical and veterinary products
26. Paper products
9. Miscellaneous industrial machinery
35. Brooms and brushes
25. Railway locomotives and rolling stock
10. Paper making and printing machinery, etc.
33. Miscellaneous transport equipment
17. Paints, varnishes and lacquers
11. Pumps and compressors
27. Chemical products
19. Cosmetics and toilet preparations
34. Inks
– – – – preliminary work within the Board
——— estimated time from date of despatch of questionnaires to signing of report

Mexico: industrial decentralisation and regional development

THE Mexican Government have recently issued a Presidential decree aimed at stimulating industrial decentralisation and regional development by giving additional incentives to those offered under the Law for New and Necessary Industries introduced in 1954. Although copies of the decree, which was published on July 20, are not yet available, a summary of the main points can be obtained from Commercial Relations and Exports Division 2.

CRE ext. 2290/2291

Iraq and Jordan

IN accordance with the provisions of the 1965 bilateral economic agreement between Iraq and Jordan, a new protocol was signed in Baghdad on September 28 designed to expand the exchange of trade between the two countries to a total of JD.8 million (4 million each way) in manufactured goods, with complete exemption from all customs duties.

Jordan's exports to Iraq will be:

Pharmaceuticals	£400,000
Textiles	£250,000
Batteries	£300,000
Cigarettes	£100,000
Fodder	£100,000
Glucose	£100,000
Paper and cardboard	£150,000

Exports of cement and steel bars will make up the balance.

Iraq exports will mainly comprise edible fats, lubricating oils, and dates.

Marketing Centres have been opened in both capitals with an annual turnover restricted to £100,000 each way, in addition to the JD.4 million each way. Agricultural products will be exchanged on barter basis with the object of increasing the volume of trade in both directions.

The rate of exchange on September 30 was JD.0.869 = £1.

EDB ext. 420/475

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Brazil: correspondence and trade literature

THE Consulates-General in Rio de Janeiro and São Paulo have noticed that a number of British companies tend to send letters and trade literature to their Brazilian customers in Spanish. While Spanish is understood by many Brazilians, the language of the country is Portuguese and the posts consider that if it is not feasible for British firms to use Portuguese it is, in the first instance, better to write in English when dealing with Brazilian customers.

Nevertheless, many Brazilian engineers with a limited knowledge of English find it easier to understand Spanish technical terms than English ones. It is therefore recommended that, literature be submitted in English and Spanish if available, with a brief apology that it is not yet available in Portuguese.

When making translations for the Brazilian market, care should be taken to employ translators with a thorough knowledge of Brazilian as distinct from metropolitan Portuguese. The differences between the two are rather greater than those between English and American.

Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division
Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
29a High Street, Inverness
Tel. Inverness 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

Yorkshire and Humberside Regional Office
City House, New Station Street, Leeds, LS1 4JQ
Tel. Leeds 38232. Telex 557470 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI NTYNE.

Cumberland and Westmorland District Office
Town Hall, Cockermouth, Cumberland
Tel. Cockermouth 3498/9
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Five Ways House, Islington Row, Birmingham, BI5 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. Nottingham 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol, BS1 2PB
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

Northern Ireland Ministry of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. Belfast 34488. Telex 74578 GOVNI BELFAST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Anglo-Bulgarian road transport agreement

THE Department of the Environment announced on October 24 that an agreement on international road transport between the Governments of the United Kingdom and Bulgaria has been signed. It will come into force when the necessary statutory processes have been completed in both countries.

Once the agreement, which is in liberal terms, is in operation no permits will be required. In the meantime applications by hauliers for permission to make journeys to or through Bulgaria should continue to be made to the Bulgarian authorities.

The agreement also provides that some coach services, such as package tours, will no longer require special licences for the country being visited.

Conference on business opportunities in SE Asia

A TWO-DAY conference on business opportunities in Malaysia and Singapore is to be held on November 21 and 22 at the Europa Hotel, London. It is being organised by the *Financial Times* in association with BOAC. The conference is the first in a series on South East Asia. Following the conference, the *Financial Times* and BOAC propose to take a study mission to Malaysia and Singapore in February 1973.

The fee of £60 covers refreshments, lunch and conference documentation. Inquiries should be made to Financial Times Ltd., Conference Department, 388 Strand, London WC2R 0LT (tel. 01-836 5444).

Pakistan: metric weights and measures programme

THE Government of Pakistan have decided to introduce the metric system of weights and measures (linear and capacity) over a four and a half year period from January 1, 1974 to June 30, 1978. The Ministry of Industries is to make an immediate start on a preparatory programme for completion by December 1973. Only land measurements are excluded from the present exercise.

CRE ext. 2278

Hints to business men booklets

REVISED editions of the booklets on Dahomey and Togo, Liberia, Nigeria and South Africa have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757 ext. 7146) or to any Regional Office of the Department of Trade and Industry.

TARIFF & TRADE NOTICES

Details of European Communities legislation which formerly appeared on this page are now published in the European Communities Section of the journal.

Irish Republic

ANTI-DUMPING DUTY — REINFORCED POLYESTER SHEETS: It was reported in *Trade and Industry* of April 27, 1972, that the Government of the Irish Republic had imposed a provisional duty (for a period of six months) of £0.065 per foot on corrugated translucent polyester sheeting reinforced with fibreglass—BN No. 49.01(E)(1)—which was produced in or consigned from Northern Ireland. The Government of the Irish Republic has now made an Order under the Imposition of Duties (Dumping and Subsidies) Act 1968, which imposes, from September 30, an anti-dumping duty of £0.065 per foot on these goods produced in or consigned from the United Kingdom.

These goods are liable to the duty unless

a. the Customs Entry of Form CU 107 for the goods bears a declaration as follows:

   'I declare that the reinforced polyester resin sheets in this consignment are not liable to duty under the Imposition of Duties (Dumping and Subsidies) Act 1968'; and

b. a certificate of origin on Form CU 170 is presented with the entry as evidence that no part of the process or processes of manufacture of the reinforced polyester resin sheets was carried out in the United Kingdom, and that the goods were not exported from the United Kingdom. **EDB ext. 466/467/482**

Federal Republic of Germany

TEXTILE MARKING LAW: An announcement in *Trade and Industry* of September 14, page 460, stated that copies of the version of the Federal Textile Marking Law which came into force on September 1, 1972 were obtainable from Export Data Branch (4), Tariff Section, and that an English translation of the law would be available at a later date. In accordance with article 4 of the third law amending the Textile Marking Law of April 1, 1969, passed by the Bundestag and published on August 7, 1972 (BGBL I No. 81):

Textile goods not marked in accordance with that law, may still, until August 31, 1974:

(i) be put into circulation or offered for sale to the end user;

(ii) be imported (paragraph 4, Section 2 No. 4 of the Foreign Trade Law) or otherwise brought within the scope of this law. **EDB ext. 466/467/482**

Switzerland

FOOD CODE: Amendments to the Swiss Food Code have been published in *Recueil* No. 36 of September 8. The chapters affected cover fruit and vegetables, sugar and sugar confectionery (including ice cream), seasonings and soups, and honey. Unofficial translations of the amended chapters are available to British exporters on request. **EDB ext. 460/461**

Norway

CAR EXHAUST POLLUTION: Rules limiting the emission of pollution gases from motor vehicles have been issued by the Norwegian authorities. These apply mainly to vehicles being registered for the first time after January 1, 1974.

EDB ext. 459/458

Spain

ADDITIONS TO CAPITAL GOODS LIST: The *State Gazette* of October 9 announced that the following items are added to the capital goods list of the Spanish customs tariff which may be

(continued on next page)

SPAIN
continued

admitted at a concessional rate of 5 per cent import duty subject to the published conditions:

Tariff no.	Description	Valid until
ex 84.22.F1	Self-propelled caterpillar-tracked cranes with an operating reach of more than 3.5 metres and weighing over 60 tonnes	Oct. 8, 1974
G4	Chain-type transporters for reels of steel coil each weighing over 25 metric tonnes and 1.2 metres wide, to operate at a speed greater than 5 metres per minute	Jan. 8, 1973
I	Machines for centring and guiding steel strip by pivoting rollers. Photo-electrically controlled	Jan. 8, 1973
ex 84.44.A3	Reversible 4-way plate rollers for measuring steel strip up to a maximum rate of more than 700 metres per minute, with hydraulic compensation for elongation of the drums	Jan. 8, 1973
ex 84.45.C6	Automatic machines for final polishing by means of oscillating rollers and/or steel bands wider than 600 mm	Jan. 8, 1973
	Automatic machines for sharpening drills or cutting-tools mounted on plates of more than 1 metre diameter	Oct. 8, 1974
C10	Combined machines for opening and drawing steel strips, with lifting and even-drawing of the first coil from the reel	Jan. 8, 1973
	Continuous straighteners for steel strip more than 1.2 metres wide at a rate exceeding 150 metres/min.	Jan. 8, 1973
	Edge-trimmers for steel strip of more than 1.2 metres wide at a rate of more than 80 metres/min. with two movable heads on the comparator	Jan. 8, 1973
	Machines for cutting profiles from steel strip by means of rotating knives on a movable column, the rate of operation better than 400 cuts per minute	Jan. 8, 1973
	Continuous machines for making tubes from steel strip wider than 600 mm and thickness over 5 mm	Jan. 8, 1973
C13	Combined machines for straightening welded steel tubing by rollers, and stretching and measuring, with cable stretchers and drawing wires	Jan. 8, 1973
ex 84.59.J	Winding and unwinding machines for steel strip of width greater than 1.2 metres, at a tensile strength (traction) greater than 5,000 kg. or a contraction over 2,500 kg. for reels of a diameter greater than 1.8 metres and weighing over 25 tonnes	Jan. 8, 1973
	Rolling machinery for correcting internal tension and decrusting continuous steel strip of over 1.2 metres width	Jan. 8, 1973

EDB ext. 462/471/472/473

JOINT ASSEMBLY — STEAM-GENERATING NUCLEAR SYSTEMS: In the *State Gazette* of October 9 the Spanish authorities published approval under the special system of joint assembly (details of which appeared in the *Board of Trade Journal* of August 11, 1967, page 368) of a pro forma resolution for the manufacture of steam generating nuclear systems up to 1,250 megawatts. The parts, components and materials which may be necessary to import for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty. On application a specific resolution could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty. From the time of coming into force of the first specific resolution for the joint assembly of nuclear steam-generating systems the duty will be 10 per cent. The current pro forma resolution will remain in force for a period of ten years as from October 9, 1972. British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando el Santo 16, Madrid 4, who will make local inquiries on their behalf. **EDB ext. 462/471/472/473**

Greece

IMPORT RESTRICTIONS ON CERTAIN AEROSOL CONTAINERS: An announcement has appeared in the Greek newspaper *Naftemporiki* that the Ministry of National Economy has accepted a recommendation restricting the import of certain aerosol containers. Containers affected are:

(*a*) of a diameter of 35 to 64 mm., height of 10 to 20 cm., and with a valve aperture of 1 in., and
(*b*) of a diameter of 25 mm., height of 60 to 90 mm., and with a valve aperture of 20 mm. **EDB ext. 420/475**

Israel

TARIFF AMENDMENTS: The Israeli authorities have announced the following amendments to the Customs Tariff:

Item no.	Description	Rate of Duty
04.04	After section 2000, insert:	
3000	Cheddar or Gruyere cheeses of not less than 5 kg each and released before 1.1.74	IL 1.00 per kg + 15% *ad val* inc. inner container
09.01	In section 1591 of this item, '1.10.72' is superseded by '1.1.73'	
15.11	Section 9900 is superseded by:	
9900	Other	25% *ad val*
29.04	In subsection 1020, 'Isopropyl alcohol' is superseded by 'Propyl alcohol; isomers of propyl alcohol'	
29.34	After section 1000, insert:	
2000	0.0-Dimethyl (2,2,2-trichloro-l-hydroxyethyl) phosphate	40% *ad val*
29.35	After section 2000, insert:	
3000	0.0-Diethyl-0-(2-isopropyl-6-methyl-4-pyrimidinyl phosphorotioate	40% *ad val*
36.05	After section 1000, insert:	
2000	For carnivals, toys, games or entertainment, other than fireworks	60% *ad val*
39.01.1010	In this subsection, '20%' is superseded by '27.5%'	
51.04	In this item, subsection 9193 is superseded by:	
9193	Of synthetic yarns used in the manufacture of sails provided the quantity does not exceed 2,000 running metres per year and are released before 1.4.73	IL 2.20 per sq. m
57.04	In this item, sections 1000 and 2000 are repealed	
	After section 3000, insert:	
9900	Other	
9910	Of alfa and esparto	35% *ad val*
9920	Of sisal and other fibres of agave	Exempt
9990	Other	10% *ad val*
58.05	After section 2030, insert:	
2040	Woven pile weather stripping	20% *ad val*
59.11	Subsection 9910 is superseded by:	
9910	of a weight per sq. m not exceeding 500 gm, other than fabrics coated with rubber on both sides	IL 1.75 per sq. m + 25% *ad val*
60.05	After subsection 9910, insert:	
9920	Pile weather stripping	20% *ad val*
62.03	In this item, the first part of subsection 9910 is superseded by:	
9910	Made of jute or any other bast fibres	
62.04	In this item, section 1000 is superseded by:	
1000	Sails of the kind used for racing boats of International models, and used as such	Exempt
73.14	Subsection 3011 is superseded by:	
3012	of a diameter up to 1 mm	25% *ad val*
82.03	In this item, section 1000 is repealed	
84.11.1010	In this subsection, the words 'and released before 1.10.72' are deleted	
84.16	Subsection 4010 is superseded by:	
4010	The machines:	
4011	of a weight not exceeding 1,000 kg and released before 1.4.73	Exempt
4019	Other	25% but not less than IL 2,100.00 per ton
84.35	Section 1000 is repealed	
	Section 2000 is superseded by:	
2000	Offset presses with a printing capacity not exceeding 2,200 sq. cm	20% *ad val*
9910	This subsection is repealed	
	Subsection 9930 is followed by:	
9990	Other	Exempt
	Item 84.39 is superseded by:	
84.39	Machines for producing or finishing felt in lengths or in shapes, including machines for producing felt hats and blocks for producing or stretching hats	Exempt
	Item 84.43 is superseded by:	
84.43	Converters, ladles, ingot moulds and casting machines of a kind used in metallurgy and in metal foundries	Exempt
84.59	After subsection 1070, insert:	
1080	Pressure cylinders	25% *ad val*
85.20	Subsection 2021 is repealed	
90.10	In this item, subsection 2010 is superseded by:	
2010	Of the kind used for preparing printing plates or blocks	Exempt
90.22	Item 90.22 is superseded by:	
	Machinery, instruments and apparatus for mechanical testing of the hardness, strength, density, flexibility or similar properties of industrial materials (such as metals, wood, textiles, paper or plastic material	10% *ad val*
90.23	In this item, section 1000 is repealed	
90.27	In this item, section 3000 is repealed.	
9900	In this subsection, '20%' is superseded by—	'10%'
90.28.6090	In this subsection, '20%' is superseded by—	'10%'
90.29	In this item, section 3000 is superseded by:	
3000	Thermostat parts, whether electrical or not:	
3010	Bellows made of brass of the kind used for the production of thermostats	Exempt
3090	Other	35% *ad val*
	Section 6000 is repealed.	
97.04	In this item, subsection 1090 is superseded by:	
1090	Other:	
1091	if released before 1.7.73	40% but not less than IL 0.65 per 54-card pack
1099	Other	80% but not less than IL 0.40 per 54-card pack

Amendments have also been made to the Israeli Customs Tariff which affect the following items:

'if released before 1.10.72' is superseded by: 'if released before 1.4.73'. Items: 01.02.2000; 02.01.1023; 02.01.1028; 18.04.1100; 73.10.1017; 73.10.1092; 83.13.1000; 84.52.9920; 84.53.1000; 84.55.6000.

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

PURCHASE TAX: The Israeli authorities have issued amendments to the Israeli Purchase Tax Order which affect the following items:

Building and fishing twine
Fruit juices, sweetened beverages, fermented fruit beverages
Carbon dioxide
Composition leather; hides and skins; whether raw, finished (leather) or semi-finished
Articles made, or plated with, precious metal, whether or not set with stones or pearls
Pianos
Lighting appliances and chandeliers
Lampshades made of paper, fabrics, straw or plastics
Appliances for ventilating, changing the temperature or humidity of air—of 3hp or more
Electrical heating appliances (excluding car heaters)
Oilcloth
Mixtures of polyethylene and carbon (BN.32.07)
Elevators or parts thereof
Sealing preparations used as certified by the Director General of the Ministry of Agriculture for water preservation in the soil, to accelerate germination of field and garden crops, in quantities approved before importation
Lavatory pans (BN 39.07 or 69.10)
Conveyor belts for merchandise in shops
Aluminium rods with iron or steel cores
Aluminium cans for preserves
Plastic plates, sheets, foil, strip or film, net-worked

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

SURCHARGE: The Israeli authorities have issued the following amendments to items on which surcharge is levied:

Item no.	Description	Rate of tax
29.34	0.0-Dimethyl (2,2,2-trichloro-1-hydroxyethyl) phosphonate This item is repealed	
29.36	0.0-Diethyl-0-(2-isopropyl-6-methyl-4-pyrimidinyl phosphorothioate. This item is repealed	
59.03	Bonded fabrics of a weight not exceeding 20 gm per sq. m of the heat sealing kind, for the production of small bags for packing tea	220% after deduction of taxes

EDB ext. 420/475

PORTS REGULATIONS: The Israeli authorities have issued amendments to the Ports Regulations concerning freight containers, including fees charged. Details of the amendments are obtainable from Export Data Branch. **EDB ext. 420/475**

Syrian Arab Republic

TARIFF AMENDMENTS: The Syrian authorities, by Decree No. 1641 of August 24, announce the following amendments to the Customs Tariff:

Syrian tariff no.	Description	Rate of duty (SP = Syrian piastres)
53/6	Yarn of carded wool, not put up for retail sale:	
	(a) Containing more than 20% by weight of synthetic fibres	SP.400 per kg net but with min. duty of 20% *ad val.*
	(b) others	1% *ad val*
53/7	Yarn of combed wool, not put up for retail sale:	
	(a) Containing more than 20% by weight of synthetic fibres	SP.400 per kg net but with min. duty of 20% *ad val.*
	(b) others	1% *ad val.*
53/8	Yarn of fine animal hair, carded or combed, not put up for retail sale:	
	(a) Containing more than 20% by weight of synthetic fibres	SP.400 per kg net but with min. duty of 20% *ad val.*
	(b) others	1% *ad val.*
53/9	Yarn of horsehair or other coarse animal hair, not put up for retail sale.:	
	(a) 1. Yarn of coarse animal hair, containing more than 20% by weight of synthetic fibres	SP.400 per kg net but with min. duty of 20% *ad val.*
	2. others	1% *ad val.*
	(b) 1. Yarn of horsehair, containing more than 20% by weight of synthetic fibres	SP.400 per kg net but with min. duty of 20% *ad val.*
	2. others	15% *ad val.*
53/10	Yarn of wool, of horsehair, or other animal hair (fine or coarse), put up for retail sale.	
	(a) of wool	
	1. Containing more than 20% by weight of synthetic fibres	SP.400 per kg net but with min. duty of 20% *ad val.*
	2. others	SP.150 per kg net but with min. duty of 7% *ad val.*
	(b) Yarn of fine animal hair	
	1. Containing more than 20% by weight of synthetic fibres	SP.400 per kg net
	2. others	SP.300 per kg net but with min. duty of 7% *ad val.*
	(c) Yarn of coarse animal hair	
	1. Containing more than 20% by weight of synthetic fibres	SP.400 per kg net
	2. others	1% *ad val.*
	(d) Yarn of horsehair	
	1. Containing more than 20% by weight of synthetic fibres	SP.400 per kg net
	2. others	7% *ad val*
53/11	Woven fabrics of wool, of fine animal hair, and 'Prato' fabrics:	
	1. Containing more than 20% by weight of synthetic fibres	SP.550 per kg net but with min. duty of 30% *ad val.*
	2. others	SP.300 per kg net but with min. duty of 25% *ad val*
	(c) 'Job' fabrics of all kinds, in pieces of a length not exceeding 1m	
	1. Containing more than 20% by weight of synthetic fibres	SP.400 per kg net
	2. others	25% *ad val.*
53/12	Woven fabrics of coarse animal hair	
	(a) of the kind known as 'Tella'	30% *ad val.*
	(b) others	15% *ad val.*
53/13	Woven fabrics of horsehair	
	(a) of the kind known as 'Tella'	30% *ad val.*
	(b) others	15% *ad val.*
55/5	Cotton yarn not put up for retail sale:	
	(g) Containing more than 20% by weight of synthetic fibres	SP.100 per kg net
55/6	Cotton yarn put up for retail sale:	
	(a) Containing more than 20% by weight of synthetic fibres	SP.400 per kg net
	(b) others	15% *ad val.*
55/7	Cotton gauze	
	(a) Containing more than 20% by weight of synthetic fibre	SP.1200 per kg net
	(b) others	SP.330 per kg net but with min. duty of 20% *ad val.*
55/9	Other woven fabrics of cotton	
	(g) Containing more than 20% by weight of synthetic fibres	SP.1200 per kg net
60/1	Knitted or crocheted fabrics, not elastic nor rubberised:	
	(d) of wool or fine animal hair	
	1. Containing more than 20% by weight of synthetic fibres	30% *ad val.*
	2. Others	SP.800 per kg net but with min. duty of 30% *ad val.*
	(e) of cotton	
	1. Containing more than 20% by weight of synthetic fibres	30% *ad val.*
	2. others	SP.400 per kg net but with min. duty of 25% *ad val.*
	(f) of other textile materials	
	1. Containing more than 20% by weight of synthetic fibres	SP.900 per kg net but with min. duty of 30% *ad val.*
	2. others	15% *ad val.*
60/4	Undergarments, not elastic nor rubberised:	
	(d) of wool or fine animal hair	
	1. Containing more than 20% by weight of synthetic fibres	SP.1250 per kg net but with min. duty of 30% *ad val.*
	2. others	30% *ad val.*
	(e) of cotton	
	1. Containing more than 20% by weight of synthetic fibres	SP.1250 per kg net but with min. duty of 30% *ad val.*

(continued on next page)

SYRIAN ARAB REPUBLIC
continued

Syrian tariff no.	Description	Rate of duty (SP = Syrian piastres)
	2. others	SP.1000 per kg net but with min. duty of 30% *ad val.*
	(f) of other textile materials	
	1. Containing more than 20% by weight of synthetic fibres	SP.1250 per kg net but with min. duty of 30% *ad val.*
	2. others	15% *ad val.*
60/5	Outer garments and accessories and other articles knitted or crocheted, not elastic nor rubberised	
	(d) of wool or fine animal hair	
	1. Containing more than 20% by weight of synthetic fibres	SP.1250 per kg net but with min. duty of 30% *ad val.*
	2. others	SP.800 per kg net but with min. duty of 30% *ad val.*
	(e) of cotton	
	1. Containing more than 20% by weight of synthetic fibres	30% *ad val.*
	2. others	SP.1000 per kg net but with min. duty of 30% *ad val.*
	(f) of other textile materials:	
	1. Containing more than 20% by weight of synthetic fibres	SP.1250 per kg net but with min. duty of 30% *ad val.*
61/1	Men's and boys' outer garments	
	(c) of wool or fine animal hair	
	1. Containing more than 20% by weight of synthetic fibres	50% *ad val.* with a min. duty of the specific rate applicable to the constituent fabrics uplifted by 20%
	2. others	50% *ad val.*
61/2	Women's, girls' and infants' outer garments	
	(c) of wool or fine animal hair	
	1. Containing more than 20% by weight of synthetic fibres	50% *ad val* with a min. duty of the specific rate applicable to the constituent fabrics uplifted by 20%
	2. others	50% *ad val.*
62/1	Travelling rugs and blankets:	
	(b) of wool	
	1. Containing more than 20% by weight of synthetic fibres	30% *ad val.*
	2. others	20% *ad val.*
	(d) of other textile materials	
	1. Containing more than 20% by weight of synthetic fibres	30% *ad val.*
	2. others	20% *ad val.*

EDB ext. 420/475

Kuwait

IMPORT OF FIREWORKS AND AIR GUNS BANNED: The import into Kuwait of all kinds of fireworks and air guns (except those for which letters of credit were established before July 23, 1972) has been banned. No further information is available.

EDB ext. 420/475

Sudan

IMPORT OF MOTOR VEHICLES: Further to the Sudanese decision to change from right to left-hand drive in August 1973, the Ministry of Supply has issued a directive to Government Departments instructing them to order, in future, left-hand-drive vehicles. British exporters will wish to note this requirement when producing vehicles for the Sudanese market. **EDB ext. 420/475**

Ivory Coast

IMPORT RESTRICTIONS: It has been announced that import into the Ivory Coast of cotton wool, etc., and cellulose and other wadding (tariff positions 30-01B, 48-01D and 59.01A) is restricted until December 31, 1974. Import of glue (tariff position 35-50 and 35-06) is restricted until December 31, 1973. Import of these commodities cannot be effected without a prior authorisation from the Direction Générale des Affiairs Economiques et des Rélations Economiques Extérieures. **EDB ext. 471/472/473/462**

Niger

LABELLING ALCOHOLIC DRINKS: A recent law on the labelling of alcoholic drinks announced that 'Vente au Niger' must appear on bottles and packaging. Further details will be published when available. **EDB ext. 462/471/472/473**

Zaire

EXCHANGE CONTROL: Further to the notices in *Trade and Industry* of August 31 and September 14, exporters will wish to know that the Banque du Zaire has issued Circular 141 which amends and clarifies instructions on exchange control. The main points include provisions covering: the export and import of Zairian banknotes; the daily expenditure of Z20 by non-resident visitors; rules by which local intermediaries (other than banks) may accept payment in foreign exchange; the validity of credit card transactions; and penalties for breaches in the exchange control regulations. Copies of the circular are available. **CRE ext. 2334/3338**

CUSTOMS TARIFF CHANGES: Ordinance-Law 72-044 of September 14, raises, from that date, the revenue duties on certain items as follows:

Non-folding knives (82.09) duty raised from 20 per cent to 40 per cent

Blades for the above knives (82.10) duty raised from 10 per cent to 25 per cent

Spoons, forks etc. (82.14) duty raised from 20 per cent to 40 per cent

Handles of base metal for articles of 82.09, 82.13 and 82.14 duty raised from 10 per cent to 25 per cent.

EDB ext. 471/472/473/462

South Africa

CUSTOMS TARIFF APPLICATION: Custom Tariff Application List 571, published in the South African *Government Gazette* of October 27, contains applications to the Board of Trade and Industries for increases in duty on:

1. (a) Internal combustion compression ignition stationary engines, four stroke normally aspirated with a cubic displacement exceeding 6,150 cm^3 but not exceeding 6,350 cm^3
   (b) The following machinery equipment imported with or incorporating such engines:
   electric generators
   pumps (excluding those for use in brewing beer)
   air compressors
2. Xanthates (including isipropyl, amyl, butyl and ethyl xanthates)
3. Chloracamphene

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4. Certain stretch or bulked yarns of polyester fibres (51.01.10)
5. (a) Certain pistons (84.06.83)
   (b) piston re-ring sets.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, instantly contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application, should address inquiries to Commercial Relations and Exports Division. **CRE ext. 2274**

TELEVISION RECEIVERS: The South African *Government Gazette* of September 29 published the proposed compulsory standard specification for electrical safety and system compatibility of colour and monochrome television receivers. Two months from publication is permitted for objections to be lodged. Details are available. **EDB ext. 471/472/473/462**

Singapore

CUSTOMS DUTIES: The Singapore Government have announced the following increases in customs duties (previous duties are shown in parentheses):

Code	Description	Unit	Customs duty Full	Preferential	Excise
112 401	Brandy, in bottle, not exceeding 81% proof spirit	Litre	$145 ($132) per dl.	$145 ($118.80) per dl.	Nil
112 407	Whisky, in bottle, not exceeding 81% proof spirit	Litre	$145 ($132) per dl.	$145 ($132) per dl.	Nil
332 101	Motor spirit, refined, including spirit obtained from natural gas and whether or not containing traces of anti-knock products and anti-oxidants	Tonne	$2.97 ($2.86) per dl.	$2.97 ($2.86) per dl.	$2.97 ($2.86) per dl.
	Motor vehicles for the transport of persons including sports cars and ambulances but excluding buses and motor cycles				
732 101-3	completely built up, new	No.	45% (30%)	45% (30%)	Nil
732 102-3	completely built up, other than new	No.	45% (30%)	45% (30%)	Nil

dl = decalitre

EDB ext. 401/468/469

MOTOR REGISTRATION AND LICENSING FEES: The Singapore Government have announced the following amendments to parts 1 & 2 of the first schedule ot Motor Vehicles (Registration & Licensing) Rules 1972.

Part 1. Rules 26, 40 and 43. New road tax for private motor vehicles including station wagons (petrol); up to 1000 cc of cylinder engine capacity—10 cents per cc; 1001-1600 cc—12 cents; 1601-2000 cc—15 cents; 2001-3000 cc—20 cents; 3001 and above—30 cents.

Part 2. Rule 6. Motor vehicles manufactured within Commonwealth and other countries and imported and registered for purpose of conveying passengers or goods and passengers, fees payable 25 per cent of the value of the vehicle; motor vehicles manufactured all countries and imported for conveying goods only, 15 per cent; omnibuses from all countries including Commonwealth imported for use as public service vehicle, 15 per cent.

EDB ext. 401/468/469

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Australia

TARIFF BOARD (DUMPING) INQUIRY ON ACRYLIC POLYMERS AND COPOLYMERS: The Australian Minister of Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether acrylic polymers and copolymers (of a kind used as flocculating agents), tariff item 39.02.140, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

The matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than November 20. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference CRE 2164/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

CRE ext. 2318/2319

New Zealand

CUSTOMS TARIFF INQUIRY—ANIMAL MARKING PLIERS ETC: Following receipt by the Minister of Customs of a report from the Emergency Protection Authority, the New Zealand Government have accepted the recommendation of the Authority that, pending inquiry and report by the Tariff and Development Board, animal marking pliers and pliers for use in attaching clips, tags, rings and the like to animals, classified in Tariff item 82.03.004, be retained on import licence. In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs requested the Board to undertake an inquiry and report on what form of permanent protection, if any, it considers necessary for the New Zealand industry manufacturing these goods.

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in the New Zealand customs tariff. Copies of this statement can be obtained from the Secretary, Tariff and Development Board (address below). Parties intending to make representations or requests about the exemption from import licensing of goods at present not exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years'.

The public inquiry will take place in Wellington on Thursday, March 22, 1973 at 10.30 a.m. Typewritten statements (14 copies) of public evidence and 12 copies of confidential evidence should be lodged with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Thursday, March 1, 1973. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House (ext. 401/468/469). Each statement of evidence will in

(continued on next page)

NEW ZEALAND
continued

general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ.
Ref. CRE 1171/72 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY—PENCILS: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of pencils.

Details of the tariff item, under which the goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
98.05.009	gross	15% AUL 4% CAN 25%	25%	60%

The Emergency Protection Authority is required to report to the Minister by November 23, 1972. In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', telephone Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Ref. CRE 1184/72 **CRE ext. 2321**

NAFTA—Elimination of Margins—Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Tariff no.	Description
64.03.03 64.03.04 64.03.05 64.03.09 64.05.00	Certain footwear and parts of footwear

Ref. CRE 26547 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY REPORTS: Copies of the following New Zealand Emergency Protection Authority reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
39.01.049 51.02.009	Nylon monofilament for use as fishing line
82.03.004	Pliers for animal marking etc.

Ref. CRE 1175/72. CRE 1171/72 **CRE ext. 2321**

United States

PACKAGING STANDARDS: *Trade and Industry* of (a) March 30, (b) April 27 and (c) May 4 announced proposals to declare household substances (a) containing sodium and/or potassium hydroxide, (b) in liquid form containing turpentine and (c) in liquid form containing methyl alcohol (methanol) as substances requiring special child protection packaging. The proposals, with some amendments, have been adopted and become effective on April 12, 1973. (FR 13.10.71) **EDB ext. 455/456**

Brazil

DUTY CHANGES: The following duty changes have been announced by the Brazilian authorities:

Duty exemption for jute: Brazilian Customs Policy Council Resolution 1371, published on August 7, exempts from duty a quota of 12,000 metric tons of raw jute (excluding Kenaf and Siamese jute) falling under heading 57.03.01.00 of the Brazilian tariff. To qualify for the exemption, shipment must take place before March 15, 1973.

Duty-free quotas for structural steel: Customs Policy Council Resolution 1376, published on August 16 introduces the following duty-free quotas:

Tariff no.	Description
	24,000 metric tons of LD or Siemens-Martin structural steel sections, ASTM-A-36 or the like, with a height variable according to the profile:
73.11.05.00	I section—height between 200 and 500 mm inclusive
73.11.03.00	U section—height between 200 and 380 mm inclusive
73.11.07.00	H section—height between 150 and 380 mm inclusive
73.02.00.00	10,000 metric tons of hot-rolled hoop and strip, made from LD or Siemens-Martin steel, 'capeado' or 'efervescente' for cold-rolling, ASTM-A-569/66, carbon not exceeding 0.12% and dimensional tolerance according to ASTM-A-568/66

Duty on cut viscose rayon fibre reduced: Customs Policy Council Resolution 1377 published on August 16, reduces the import duty on cut viscose rayon fibre with a maximum limit of resistance to rupture of 2.5g per denier to 15 per cent *ad valorem* cif, until December 31, 1972. Resolution 1143 of November 18, 1971, which reduced the duty from 55 per cent to 35 per cent, is revoked.

Duty reduced on tungsten carbide balls: Customs Policy Council Resolution 1378, published on August 16, makes the following addition to the Brazilian customs tariff:

Tariff no.	Description	Rate of duty *ad valorem* cif
98.03.99.99	other (parts for ball point pens)	55%
	ex Tungsten carbide balls, 0.7 mm and 0.1 mm in diameter	30%

Increased duty on dodecylbenzene maintained: Customs Policy Council Resolution 1379 published on August 16, extends the increase in duty from 15 per cent to 45 per cent on dodecylbenzene (Brazilian tariff heading 38.19.29.00) for a further 24 months (from September 24, 1972).

(*continued on page 224*)

U.S.A.

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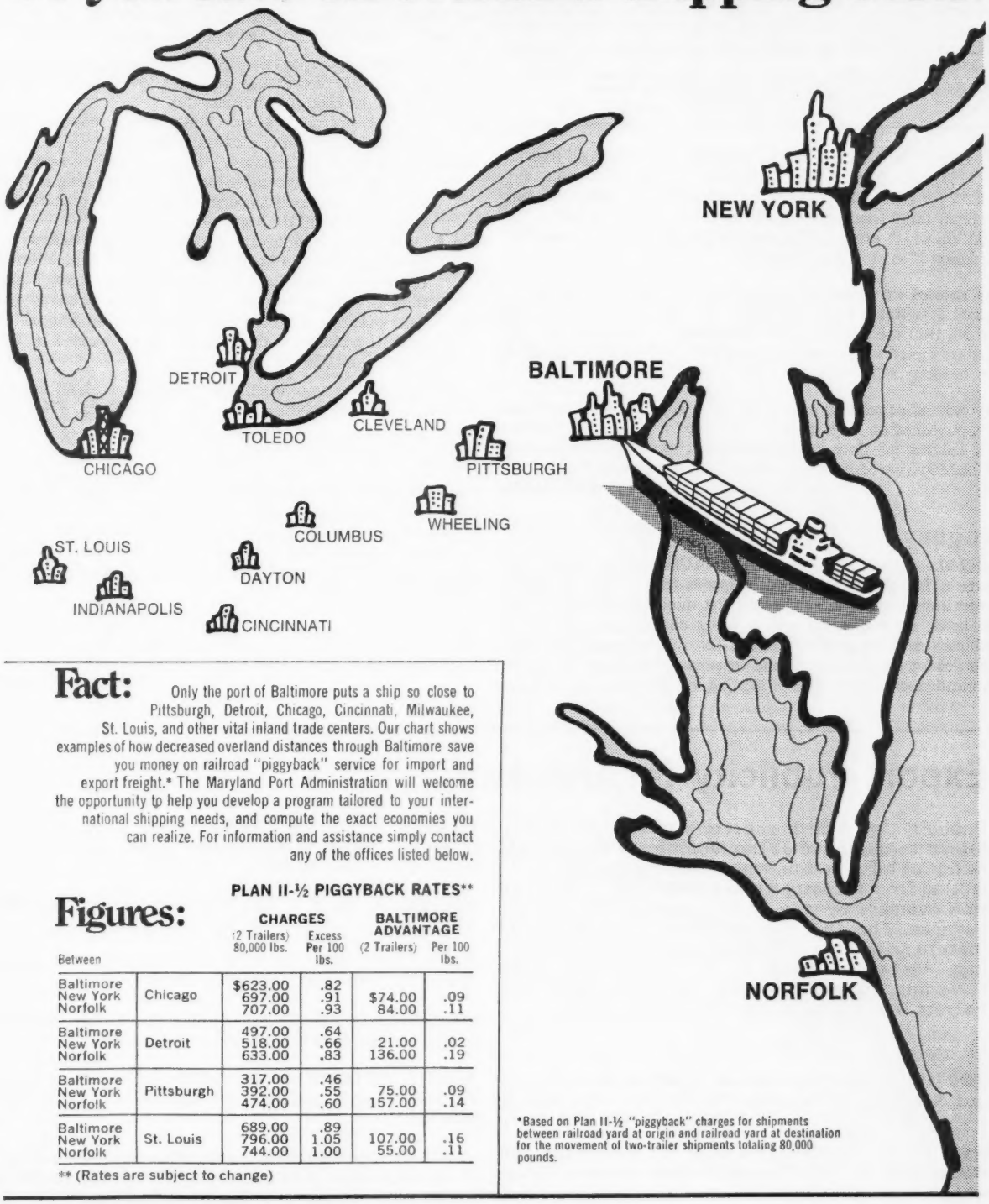

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Figures:

PLAN II-½ PIGGYBACK RATES**

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Baltimore	Chicago	$623.00	.82		
New York		697.00	.91	$74.00	.09
Norfolk		707.00	.93	84.00	.11
Baltimore	Detroit	497.00	.64		
New York		518.00	.66	21.00	.02
Norfolk		633.00	.83	136.00	.19
Baltimore	Pittsburgh	317.00	.46		
New York		392.00	.55	75.00	.09
Norfolk		474.00	.60	157.00	.14
Baltimore	St. Louis	689.00	.89		
New York		796.00	1.05	107.00	.16
Norfolk		744.00	1.00	55.00	.11

** (Rates are subject to change)

*Based on Plan II-½ "piggyback" charges for shipments between railroad yard at origin and railroad yard at destination for the movement of two-trailer shipments totaling 80,000 pounds.

THE WORLD PORT OF **Baltimore**

LONDON, ENGLAND, EC2Y-5ET: Austin G. Tofield, Mgr.; Kenneth L. Newton, Asst. Mgr.; Moor House, 119 London Wall: 01-638 8330; Cable BALTPORT • BRUSSELS 1000, BELGIUM: David K. Tosic, Mgr.; H. Frank Vonderach, Asst. Mgr.; Shell Bldg., 60 Rue Ravenstein; 13.01.49 or 13.54.05; Cable MARPORT

Maryland Port Administration/19 S. Charles St./Baltimore, Maryland 21201

BRAZIL
continued

Duty reducted on gouache colours in bulk: Customs Policy Council Resolution 1380, published on August 16, makes the following addition to the customs tariff:

Tariff no.	Description	Rate of duty *ad valorem.* cif
32.09.99.00	Other	55%
	Ex Artists', students' and signboard painters' gouache colours, modifying tints, amusement colours and the like, put up differently than those of heading 32.10	17%

Duty reduced on ABS maintained: Customs Policy Council Resolution 1381, published on August 16, extended the duty reduction, from 55 per cent to 30 per cent, on acrylonitrile-butadiene-styrene (Brazilian tariff heading 39.02.02.13) until August 28, 1973. The resolution which orginally granted the reduction in duty was CPC Resolution 1066 of August 5, 1971.

Duty reduced on vanadium pentoxide maintained: Customs Policy Council Resolution 1382, published on August 16, extends until June 30, 1973 the application of Resolution 666 of June 16, 1969, which exempted vanadium pentoxide from import duty (Brazilian tariff heading 28.28.16.00).

Duty reduced on polybutylene: Customs Policy Council Resolution 1383, published on August 16, and in force for two years from that date, reduces the duty on polybutylene (Brazilian tariff heading 39.02.02.99) from 55 per cent to 30 per cent *ad valorem* cif.

EDB ext. 474/476/7312

Uruguay

SPECIAL CONCESSIONS FOR MACHINERY: Uruguayan Decree 637/972, recently issued, suspends temporarily all import charges (import duties, surcharges, the minimum surcharge, import taxes, prior deposits and consular charges) on imports of machinery and equipment destined for the installation of new industries for processing fruit and vegetable production or for the modification or enlargement of existing installations. The concessions will remain in force until September 20, 1973. It will be necessary to comply with certain regulations stipulated in the decree, a copy of which is available in Tariff Section. **EDB ext. 474/476/7312**

Argentina

IMPORT RESTRICTIONS: Argentine Central Bank Circular 446 breaks restrictions on imports into four categories, authorised by Decrees 7250 and 7251. The categories are as follows:

List 1 Essential raw materials which may be freely imported at the existing rate of exchange (ie 26 per cent of Commercial rate and 74 per cent of Financial rate).

List 2 Products not made in the country which may be imported using the Financial rate of exchange.

List 3 Goods made in the country which are to be suspended for a period of 90 days under Decree 7251, pending a study by a commission to determine whether local manufacture is sufficient to fulfil the needs of the market.

List 4 Unnecessary and luxury goods which are banned for a period of six months. Exempt from the ban, although a 100 per cent surcharge is to be added, are goods already shipped, or in an Argentine port or covered by an irrevocable letter of credit or other irrevocable documentary credit. This list is in addition to those goods already banned by Decree 2118/71 and 2867/72.

British exporters requiring further information about this notice should specify their products. **EDB ext. 474/476/7312**

Peru

PROHIBITIONS: Directoral Resolution 1676-72-ICDGI-DECI of October 10, adds more goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Part of or all of the following tariff numbers are affected:

13.01	20.01	20.02	21.02	21.05	23.07	64.01	64.02	71.03
73.13	73.23	83.13	84.19	84.48	84.59	85.12	85.14	97.01

EDB ext. 474/476/7312

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (Tel: 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (Tel: 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (Tel: 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (Tel: 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (Tel: 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (Tel: 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021-643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (Tel: 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (Tel: 28066—Telex 49327).

'Interests of industry and consumer not opposed'

—Mr. John Davies

'It is to my mind disconcerting to hear it said that the interests of industry and the consumer are opposed,' Mr. John Davies, Secretary of State for Trade and Industry, told the Advertising Association in London on October 24. He went on: 'That seems to me an antediluvian view. There was perhaps a time when industry regarded it as a purpose to score off the consumer but that was certainly before my time. No! Industry has as its main purposes to understand the consumers' wants: to seek to meet them; to inform consumers of what is offered in satisfaction of them; and if the need arises to redress damage suffered by the consumer if the fault is that of industry.

'In my experience all those purposes are pretty widely met. Widely but not wholly. There is still far too much complaint by the consumer on all these scores. It was because of that complaint that I said what I did the other day at Blackpool.

'I am not going today to divulge the Government's plans. The place for me to do that is in the House of Commons. But what I will say is that those plans certainly don't run counter to the self-administered systems employed by the advertising industry and many others represented here today. On the contrary, our plans build upon those of industry itself and seek to encourage industry to spread its own net still wider. I know that many organisations—including the CBI—are giving close attention to this whole question just now. I would like them to know that nothing I contemplate runs counter to their efforts.

'I believe it is quite essential for industry by its own acts to explode for good the myth that it seeks to exploit the consumer. But I believe too that what the government plans to do by deliberately seeking out the hit-and-run supplier and penalising him will be a powerful support to industry in its efforts.

'The consumers' growing complaints are not necessarily evidence of deteriorating quality of goods and services. There are other causes. An important one is the constantly growing extent of discretionary expenditure. With the growth in national wealth the individual finds himself or herself continuously able to command more goods and more services; with this wider buying power he or she enjoys wider choice but also a wider spectrum of performance. Prosperity itself brings more assurance in appraisal and more outspokenness in criticism. And industry—with its eye on the market needs to be sensitive to the alerter, more incisive, less tolerant consumer of today and tomorrow and needs to be ready for him.

'That sensitivity is also at risk in today's conditions. The growing scale of industry, the concentration of its structure for efficiency, the extension of production lines and distribution system may all contribute to better goods and services but they contribute, too, to remoteness. More and more suppliers are corporations—and ever larger corporations—but the consumer is all individual. The sense of being outmatched and out-distanced is a gathering anxiety for the consumer and both industry and government need to be aware of that anxiety . . ."

'. . . I have spoken for a moment of prosperity and the consumer. This is a good week to do so. Our meetings next Thursday are about prosperity. When we sit round the table at Downing Street next Thursday we are speaking of nothing less than the future prosperity of the whole nation. We said that clearly in one of our earlier meetings. We agreed our objectives as: the sustained growth of the nation's economy because upon that all else depends; the containment of inflation because without that we create simply the illusion of prosperity not the reality; and the improvement of the lot of the low-paid and the pensioners because they are generally last in the queue for their small slice of growing prosperity.

'Since then the government put forward its proposals as to how to achieve the objectives. It has sought most carefully in doing so, first to refuse to put forward illusions—there's no sleight of hand in the Chequers' proposals—and, secondly, to be sure that they were a fair deal. If the outcome was to be a real step forward in prosperity —and that is precisely what we are seeking—then there must be and be seen to be a fair and just division of what is gained amongst all the people. That was the purpose of the plan and that was the content of the package.

'It is perhaps natural that since that time, the main argument has lain in the field of sectional interests. It is no doubt inevitable that each party concerned should be anxious to secure his interests a little more tightly and make his slice a bit bigger.

'But next Thursday we have surely to come back to the fundamentals. That, I feel sure, is what the country wants. It doesn't want a bodged-up deal that gives everybody apparent satisfaction but, in fact, is spurious by not attaining the main objectives. It doesn't want a deal which yields to the heavyweights at the expense of the weak. It doesn't want a deal which patently fails in its main object in order to have a deal at any price. It wants a fair resolution to this terribly complex issue. It wants to feel that we are in at a new beginning. If it is not in that spirit that the talks at No. 10 are engaged the day after tomorrow then the country will be right to be disappointed and right perhaps to be indignant.

'The time is ripe, too. There is something compelling about "the idea whose time has come". The idea may well have been in many minds for many years but there is a moment when the whole conjuncture makes the idea realisable. I believe that moment is now.

'The CBI President spoke yesterday in Liverpool of straining every sinew to reach agreement. Let him be in no doubt that the Government will do so, too. If we do succeed, we are poised for a remarkable leap forward. The economy is growing fast; industrial production is gathering pace; at last the outlook for investment is buoyant and promising; steel demand is moving forward and this, as you know, is the clearest indication of resurgent industry.

'Always before we were called upon to exercise restraint in a period of belt-tightening. This is not the case today. What we seek is control by all of us to make the most of our chances and put right some manifest unfairnesses in the community. It would be tragic to lose that opportunitity.'

No discrimination against small firms competing for Government contracts

—Mr. Anthony Grant

The Government have found no evidence of discrimination against small firms seeking Government contracts and many of them competed very effectively, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, told the House of Commons on October 26.

Mr. Grant, who has special responsibilities for the small firm sector, was asked whether a report had yet been received on the effect of official procurement policies, as requested by the Committee of Inquiry on Small Firms (Cmnd. 4811).

Confirming receipt of a report, Mr. Grant said 'We have found no evidence of discrimination against small firms and many of them compete very effectively for Government contracts; overall, their performance has not been out of line with their share of our Gross National Product.

'They also benefit as subsidiary suppliers and sub-contractors. While there are no grounds for altering the principles under-lying Government purchasing, we have indicated some procedural changes which we think could help more small firms to compete for Government business. There may also be scope for further simplifying forms.

'My Hon. Friend the Financial Secretary to the Treasury has arranged for these points to be studied in conjunction with Purchasing Departments.'

'Britain a good place for industrial expansion'

—Mr. Christopher Chataway

MANY people have much too gloomy a view of the industrial scene in Britain due in part to the fact that we are uniquely efficient in reporting and publishing our problems, Mr. Christopher Chataway, Minister for Industrial Development, told the British-Swedish Chamber of Commerce in Stockholm on October 24.

'But you will find by and large that overseas companies have been well pleased with their British work-force and have found this country a good place in which to expand. This applies to Swedish firms in Britain just as much as to the larger numbers of North American and other firms established here.'

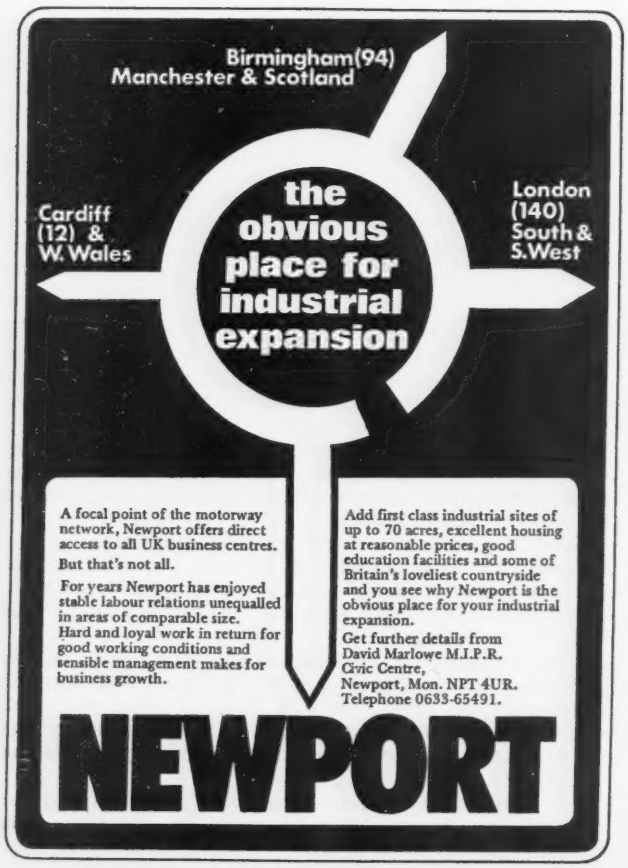
Mr. Chataway told the Chamber he was glad to know that a good number of Swedish firms were currently considering setting up in Britain for the first time. At the moment Sweden's direct investment in Britain was well over half as much again as Britain's in Sweden.

'But there is room for still more', said the Minister.

On the UK economy, Mr. Chataway said: 'Output is growing rapidly and the signs are that we are set on a 5 per cent annual expansion. But in order to maintain this improvement we have got to get more control over inflation and have a period of harmonious industrial relations.

'We have been determined to tackle both these problems in a fundamental way. It is I suppose inevitable that a country like Britain with an early beginning in the industrial revolution should find itself left with some out of date attitudes and practices and therefore a legacy of trouble in some industries.

'But if you take the days lost per thousand workers as the criterion, there are at least six other industrialised nations including the United States and Canada who have consistently shown higher scores than Britain.'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NEWPORT

The Minister went on: 'I certainly do not pretend that all our problems get solved. But it is encouraging that already the number of stoppages which rose disturbingly in the late sixties is falling steeply. Last year we had little more than half the number of strikes experienced in 1970. This trend has continued in 1972 and the number in September again showed a fall over the five previous months.'

Substantial inducements

The Minister added: 'Britain extends a warm welcome to overseas firms who wish to invest and has much to offer the overseas manufacturer. We are one of the few European countries who treat overseas firms on exactly the same footing as national firms.'

'I suppose our attitude is partly influenced by the fact that in total we have nearly twice as much direct investment in the overseas countries as they have in Britain. When firms come they are very often surprised at just how much help they can get from both Government and local authorities.'

'Under the Industry Act and national tax incentives there are substantial inducements for firms to set up in Britain's development areas—that is very roughly most of the North and South-West of England, Scotland and nearly the whole of Wales.

'A manufacturer investing in one of these areas can recoup from the Government over 50 per cent of the cost of a typical investment project.

'We also offer the investor the advantages of large, concentrated markets which are linked by excellent communications within Britain as well as with the rest of the enlarged Community and the world outside. And there are also the advantages of the City of London's unrivalled financial services.'

On Anglo-Swedish trade, Mr. Chataway said: 'Since 1959 British exports to Sweden have more than doubled, British purchases from Sweden have risen nearly as much. This is proof of the advantages of free trading, and even more it is proof of the competitive position of our industries in each others markets. It seems to me that our relationships with the new Europe extend the basis for further development.'

Referring to the effects of Community enlargement on British-Swedish trade, the Minister said: 'Competition will gradually become sharper for British and Swedish exporters, but there is no reason to suppose that well established trading patterns will be disrupted.'

Britain misrepresented

Turning to the question of paper—'an emotive word in Sweden and in Britain too'—Mr. Chataway said: 'We were accused of breaking the principle of EFTA free trade because we insisted on tariff parity with our partners in the Community. This is a misrepresentation.

'We proposed that the transition to duty free trade should take eight years as against the 12 years proposed. This was not acceptable to the Community who insisted on a longer transition period.

'What we for our part could not accept was that after 1977, when we shall be in full customs union with the Six, our own paper industry should be placed at a disadvantage, compared to the industries of the other countries of the Community. We could not therefore agree that our tariff level should be lower than that of the Six. We had to insist on parity after five years. But we suggested that parity should be reached at a lower level, 5 per cent instead of the 8 per cent which was eventually agreed.

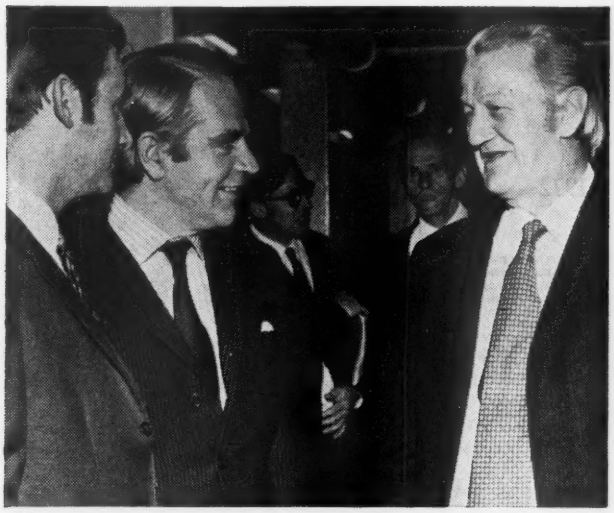
'In the final settlement the transitional period for paper was reduced by a year and during the whole of that period the bulk of the existing trade with the UK and Denmark is to be safeguarded by a system of duty free quotas. This means that the reimposition of tariffs will only bite to a limited extent.

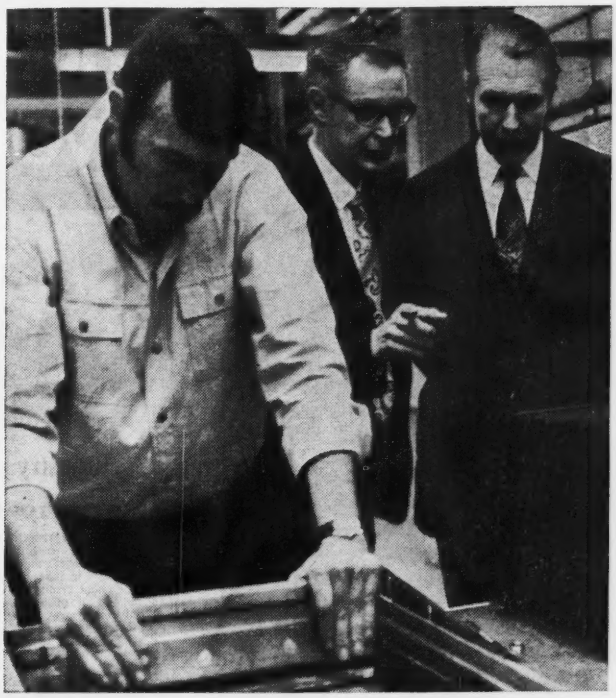
'The plain fact is that the Community was from the beginning bound to impose the tariff at some level. There was never any doubt about this and the absolute principle of EFTA free trade was therefore broken, temporarily, as regards the period of transition long before we began to discuss the rate of tariff to be applied.

'I will say no more on this subject. I only wanted to make the point that far from harming Swedish interests we have done a good deal to help protect them. The positive gain is much greater than anything ever envisaged in the Kennedy Round. Even in the case of paper, the obstacle to free trade is only temporary.'

DTI Industrial Development Ministers in Wales and the Regions

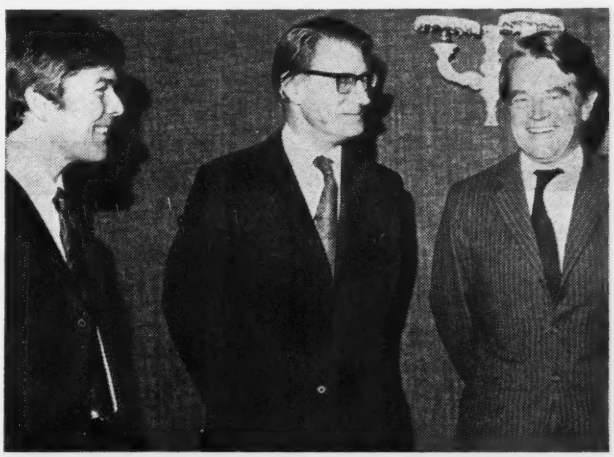
The Minister for Industrial Development, Mr. Christopher Chataway, continued his visits to the Regions, Scotland and Wales in a recent tour of British Cellophane Ltd., Bridgwater, Somerset, believed to be the world's largest exporters of flexible packaging films. Shown in the picture (left to right) are Mr. Neville Mason, BCL site director; Mr. Chataway; and Mr. Alec Taylor, BCL managing director. While in Bridgwater, the Minister also visited Sealed Motor Construction Co. Ltd.



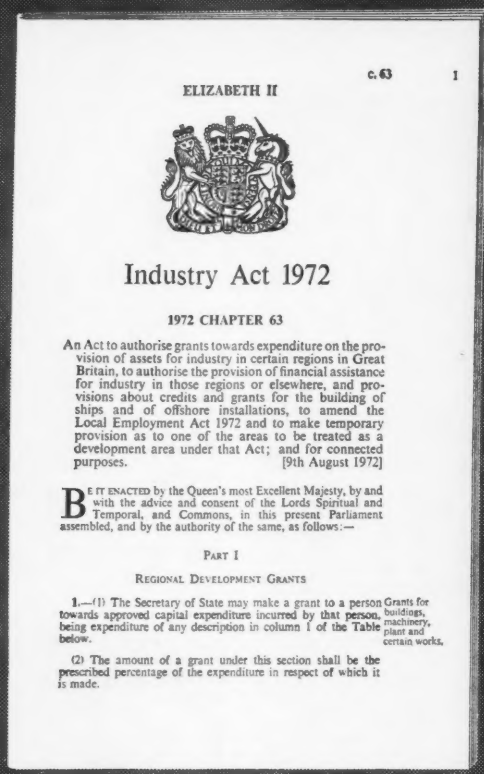


Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development (right), watches screen printing after opening a new factory for Syncronol Industries Ltd. at Blackbushe Trading Estate, Yateley, In the centre is Mr. G. E. Short, technical director.

The first meeting of the Welsh Industrial Development Board, held recently at Cardiff, was attended by Mr. Chataway. Right: The Minister is seen with senior officials of the DTI Office for Wales—Mr. D. C. Simpson (left), Industrial Director, and Mr. P. B. Hunt, Director for Wales. The picture below shows members of the Board with Mr. Chataway and Mr. D. A. Gibson-Watt, Minister of State, Welsh Office. From the left: Mr. G. Craven; Mr. A. Kirkwood; Mr. Gibson-Watt; Mr. G. Metcalf; Mr. Chataway; Mr. D. A. C. Dewdney, chairman of the Board; Mr. D. R. Ross; Mr. H. E. Williams; and Mr. Z. Brierley. Mr. J. M. Thomas is also a member of the Board, the appointment of which was reported on page 87 of the October 12 issue of 'Trade and Industry'. The Government White Paper 'Industrial and Regional Development' (Cmnd. 4942), published on March 22, announced that Industrial Development Boards would be set up in Wales, Scotland and in the Northern, North-West, Yorkshire and Humberside, and South-West regions of England, to advise the strengthened local offices of the Department, and to advise generally on local industrial opportunities and on applications for selective financial assistance for the development of industry under the Industry Act 1972. All the appointments to the Boards are part-time and unpaid.



The chance of a lifetime for your firm?



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ELIZABETH II

Industry Act 1972

1972 CHAPTER 63

An Act to authorise grants towards expenditure on the provision of assets for industry in certain regions in Great Britain, to authorise the provision of financial assistance for industry in those regions or elsewhere, and provisions about credits and grants for the building of ships and of offshore installations, to amend the Local Employment Act 1972 and to make temporary provision as to one of the areas to be treated as a development area under that Act; and for connected purposes. [9th August 1972]

BE IT ENACTED by the Queen's most Excellent Majesty, by and with the advice and consent of the Lords Spiritual and Temporal, and Commons, in this present Parliament assembled, and by the authority of the same, as follows:—

PART I

REGIONAL DEVELOPMENT GRANTS

Grants for buildings, machinery, plant and certain works.

1.—(1) The Secretary of State may make a grant to a person towards approved capital expenditure incurred by that person, being expenditure of any description in column 1 of the Table below.

(2) The amount of a grant under this section shall be the prescribed percentage of the expenditure in respect of which it is made.

Read on and find out:

If you are planning to expand your business, you could be eligible for considerable benefits under the Government's new package of financial incentives for industrial projects in Britain's Areas for Expansion. The more generous scale of assistance now available could benefit your firm in many ways.

Where are the areas? The Areas for Expansion have been extended. They cover the whole of Scotland, Wales, and Northern Ireland, Northern and North-West England, Yorkshire and Humberside, some parts of the Midlands and much of South-West England. Whether your firm is planning to expand into, or to expand or modernise within these areas, your project could qualify for considerable benefits.

What are the new benefits? You could qualify for substantial grants towards the cost of new building and, depending on the Area, of new plant and machinery. These grants are broadly for manufacturing, mining and construction activities. They are not tied to the provision of additional employment.

Additional help for projects providing new employment 1. Capital Loans. You could be eligible for these on favourable terms. Or, alternatively, you could get relief on the interest costs of finance from non-public sources.

2. Removal Costs. There are grants which will go a long way towards the costs incurred in moving a business into the Areas for Expansion. (Certain service industry projects may be considered for these two benefits.)

3. Rent-Free Factories. Government factories are available for rent or sale. You could qualify for a rent-free period of two years.

Other benefits Other Government incentives include grants for training new labour and free courses for supervisors and instructors.

The Industrial Expansion Teams—and how they can help you Get in touch with the Expansion Team at the DTI Headquarters in London, or with one of the regional Teams. They'll give you all the facts, sound impartial advice, and valuable on-the-spot assistance in setting up your project.

Fill in the coupon for free copies of the booklets "Room to Expand" and "Incentives for Industry." Or phone the Expansion Team at any of the telephone numbers shown.

Headquarters.
London, tel: 01-834 2255 ext. 88

Scotland.
Glasgow, tel: 041-248 2855

Wales.
Cardiff, tel: 0222-62131

Northern Region.
Newcastle-upon-Tyne, tel: 0632-27575

North West.
Manchester, tel: 061-236 2171

Yorkshire & Humberside.
Leeds, tel: 0532-38232

East Midlands.
Nottingham, tel: 0602-46121

West Midlands.
Birmingham, tel: 021-643 8191/8221

South West.
Plymouth, tel: 0752-21891 or
Bristol, tel: 0272-21071

London & South East.
London, tel: 01-828 4355 ext. 50

Eastern Region.
London, tel: 01-828 6271 ext. 104 or 61

To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.

Please send me full details of the benefits available in the Areas for Expansion.

Name _____

Position in Company _____

Company _____

Nature of Business _____

Address _____

_____

The Areas for Expansion

Issued by the Department of Trade and Industry.

Industrial Director for the South West

MR. Christopher Chataway, Minister for Industrial Development, announced on October 23 the appointment of Mr. C. E. Cannell as Industrial Director in the South West Industrial Development Office, Plymouth.

Mr. Cannell's main task will be the promotion of industrial development in the areas of Devon and Cornwall designated for expansion and development assistance in those areas. In this, he will work in close co-operation with the Department's Regional Director for the South West, Mr. L. Ian McBeth. Mr. Cannell will take up his appointment, which is part-time, at the beginning of November.

Mr. Cannell, who is 54, has experience in a very wide range of industries and has recently been acting on a part-time basis as Export Marketing Advisor for the DTI in the South West.

Chemical engineers to occupy Kirkby Stephen factory

THE Department of Trade and Industry announced that Mass Transfer Ltd. are to occupy a 10,000 sq. ft. advance factory at Kirkby Stephen, built by the English Industrial Estates Corporation for the Development Commission.

Mass Transfer Ltd., of Newcastle, Staffordshire, are chemical engineers and design consultants who specialise in effluent treatment and water cooling equipment. An increasing demand for their services and products coupled with a lack of expansion space at their Midlands factory has caused the company to seek premises elsewhere. The Kirkby Stephen unit will enable the company to carry out more of its own production of special equipment and will provide adequate room for design and administration. An extension of 11,000 sq. ft. has been requested by the company.

When full production is reached the company expect to be employing 90 people, mainly men.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that, on the information at present before them, it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Sedgwick, Collins (Holdings) Ltd. and Price, Forbes (Holdings) Ltd.

New study of implications for Kent if Channel Tunnel is built

MR. John Peyton, Minister for Transport Industries, announced on October 24 a new study into the possible economic and social effects which might result if the British and French Governments decide next year to proceed with the construction of a Channel Tunnel.

The study has been commissioned by the Department of the Environment in association with Kent County Council and Folkestone and Dover Borough Councils, and will be carried out by Economic Consultants Ltd. It will take six months to complete and will be concerned mainly with the economic and social effects a tunnel would have on Dover and Folkestone and their hinterland. The consultants will also consider any major effects elsewhere in Kent. The results of the study will be published in due course.

The Kent study is additional to the feasibility studies currently being carried out into the Channel Tunnel project itself. Mr. Peyton announced on August 16 that the British and French Governments had agreed to proceed with the second phase of these studies at a cost of about £5 million, and an agreement to this end was signed last week. The feasibility studies should be completed about the middle of 1973, after which a decision will be taken whether or not to undertake further work leading to actual construction of a tunnel.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. K. J. Alford to be a member of the English Industrial Estates Corporation.

Mr. F. Choulerton, of Stalybridge, Cheshire, to be a member of the North Western Gas Consultative Council.

Turkish mining disaster

THE Secretary of State for Trade and Industry, Mr. John Davies, has sent the following message to the Turkish Minister of Energy and Natural Resources, Mr. Nuri Kodamanoglu, following the explosion and loss of life at two coal mines near Zonguldak, Turkey on October 23:

'As Secretary of State responsible for mining safety in Great Britain, I send you my deepest sympathy in the tragic loss of life caused by explosions at Zonguldak. Please convey that sympathy to the families and friends of those who died.'

The BBC Export Promotion Service

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the expert knowledge of its specialist reporters. Products and manufacturers are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers. The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, Ext. 293/2039 or write; Export Liaison Manager, BBC External Services, Bush House, London WC2B 4PH.

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Aerospace Minister receives BAC deputation to discuss redundancies

MR. Michael Heseltine, Minister for Aerospace, on October 25 received a deputation of MPs and representatives of employees of the British Aircraft Corporation plant at Hurn, Weybridge, Filton and Fairford to discuss the recent announcement by BAC of 600 redundancies, mainly among design staffs. Mr. Cranley Onslow, Parliamentary Under Secretary of State for Aerospace, was also present.

The deputation, which was led by Mr. John Cordle, MP (Bournemouth East and Christchurch) included: Mr. Robert Adley MP (Bristol North-East); Mr. Michael Cocks MP (Bristol South); Sir Frederick Corfield MP (Gloucestershire South); Mr. Martin McLaren MP (Bristol North-West); Mr. Partick McNair-Wilson MP (New Forest); and Mr. Arthur Palmer MP (Bristol Central).

The employees' representatives were led by Mr. Alfred Neal, chairman of the joint consultative committee of the BAC factories. Mr. Joe Whitaker, secretary of the Christchurch and Bournemouth Trade Union Council attended along with representatives from other plants.

The deputation made a number of suggestions for Government action to provide work for the Commercial Aircraft Division of BAC, especially among the design staff, and particularly at Hurn. These included the possibility of Ministry of Defence orders for the BAC 1-11, for use in Support Command or in the Queen's Flight, and orders from British Air Services. The question of adapting Concorde for military purposes was also raised.

It was stated that the work load on hand in the BAC factories was well below their capacity.

The deputation also expressed their anxieties about the future of Hurn as an airport with its important industrial estate which had always been regarded as a major focus of employment.

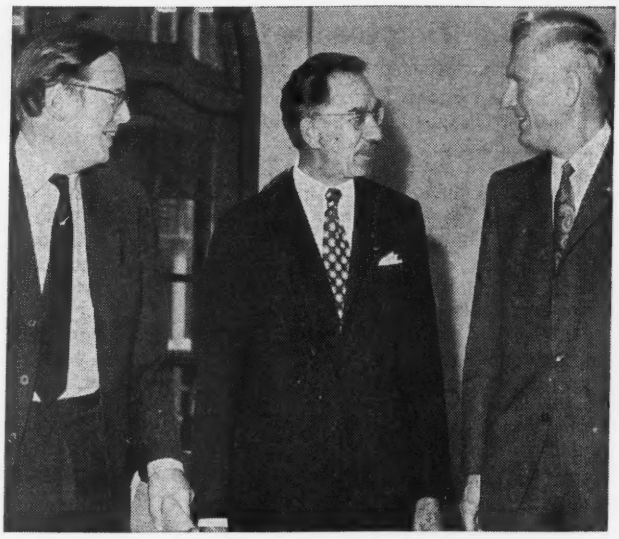
In reply, the Minister said that the number of actual redundancies had been reduced to 400 through such steps as early retirements and movement of people, and it was important to consider this very real human problem in the context of Britain still having the largest aircraft industry in Europe, with over 200,000 people employed in it.

On prospects at Hurn for further 1-11 orders, the Minister said the suggestions for Government orders had been thoroughly explored, but unfortunately there was no defence requirement. The only prospect for further sales would be for BAC to find commercial outlets.

On the industrial situation at Hurn, where the delegation stated that several companies had been refused permission to set up factories at Hurn, the Minister said he would look into the situation.

The Minister mentioned that work was already proceeding for quietening existing aero engines. If BAC came forward with specific proposals for the BAC 1-11, he would consider them carefully.

Mr. Heseltine emphasised that the Government was already supporting BAC with very considerable sums of money, and was always ready to consider proposals for launching aid for promising civil aircraft projects. But the initiation of projects must be a matter for the company.



Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, opened the fourth International Conference of Legal Metrology in London last week and was host at a reception for delegates. Mr. Onslow, who assists the Minister for Aerospace in his responsibility for standards, weights and measures, is seen (left) with Mr. A. J. van Male, president of the International Committee of Legal Metrology (right), and Mr. J. D. Platt head of Measurement Services Branch, DTI Standards, Weights and Measures Division, who was chairman of the fourth conference. The International Organisation of Legal Metrology is an inter-governmental body formed in 1955 to prepare technical recommendations for measuring equipment and to draft model laws on its use.

Proposed Weights and Measures regulations for bulk deliveries of liquid fuel

THE Department of Trade and Industry has recently circulated for comment proposals for regulations under the Weights and Measures Act 1963 to cover bulk deliveries of liquid fuel and lubricants.

Present regulations cover deliveries up to 20 gallons, which include retail sales of petrol. The proposed regulations will cover deliveries above 20 gallons up to 8,800 gallons. These include bulk deliveries of petrol to service stations and deliveries of central heating oil to domestic and other consumers.

The proposals have been sent to oil companies, local authority associations, and other interested bodies with a request for comments by December 31, 1972. Any interested organisation which has not received a copy can obtain one from Standards, Weights and Measures Division, Department of Trade and Industry, 26 Chapter Street, London SW1P 4NS; please quote reference STD 515/72.

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

Also available:
British Labour Statistics: Year book 1969 **£6.50** (by post £6.75)

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

GOVERNMENT SALES

DEPARTMENT OF THE ENVIRONMENT

November 7, 1972

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2508)

Auctioneers: Messrs Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET. (Tel: 01-248 7954)

Office and miscellaneous furniture; engineering, electrical, canteen, domestic and other equipment etc.
Catalogue: direct from auctioneer, price 10p each.

MINISTRY OF DEFENCE

November 8/9, 1972 Miscellaneous Vehicles and Plant

Location: Ordnance Storage & Disposal Depot, Ruddington, Notts.

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham, NG1 2GL (Tel. 0602 54272)

Saloon cars; estates; limousines; road making plant; heavy duty trucks; light vans; cranes; tippers; dumpers; refuellers; coaches; ambulances; breakdown and dropside trucks; fork-lift trucks; graders; motor cycles, etc.

November 15-16, 1972 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

Machine tools including, various lathes; drilling and milling machines; shearing machine; bending and folding machines, etc.; blue serge trousers; canvas jackets and trousers; shoes; knee boots; 3-ton trailer; Barford '75' dumper; electric industrial truck; platform truck; drying oven; centrifugal water pumping set; sewing machines; oscilloscopes; transformers; teleprinters; signalling units; tyre and inner tubes; various oils; air hoses; engineering equipment; furniture; textiles; mixed rags, etc.

November 28, 1972 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel. 08692 2073)

Clothing and textiles: jersey pullovers; battledress trousers and blouses; kapok coats; greatcoats; khaki service dress trousers; Commando boots; scrap hessian; cotton cloth; shirts; vests; mixed rags, etc.; bivouac tents; Furniture: chairs; tables; wardrobes; kitchen equipment; tyres; Vehicles and machines: Land Rover; Bedford ambulance; fork-lift trucks; BTC flat top 4-wheel trailer; 4-wheeled Brockhouse cabin trailer; platform truck; platform stacker; cranes; platform weighing machines; pallet transporters; Coventry Climax portable fire pumps; bench drilling machines; pedestal drilling machine; bench milling machines; Universal milling machine; circular saw benches; Universal woodworking machines; 200 ton hydraulic press; sanding machine; chain mortising machine; power hacksaw, etc.; 5 ton ratchet jacks; Electrical equipment: micrometers; oscilloscopes; oscillographs; transformers; generators; receivers; power transformers, etc.; tape recorders; telephone cable; electric hand lamps; solid fuel ovens; stirrup pumps and a large quantity of miscellaneous items.

December 7, 1972 Miscellaneous Stores

Location: Golden Lion Hotel, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, G31 1AW (Tel. 041-554 2447)

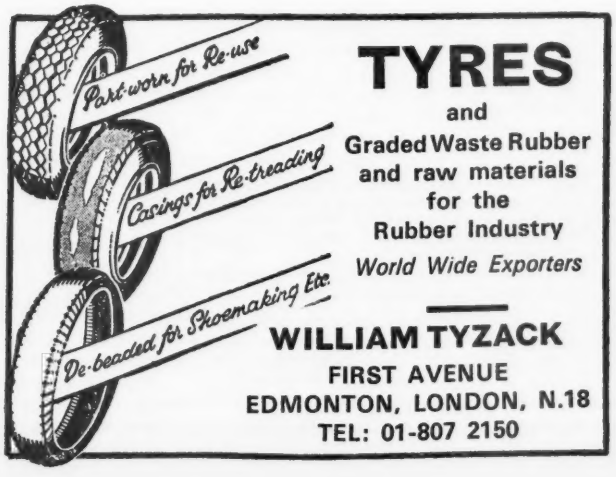
Textiles; footwear; greatcoats; canvas sheeting and tentage; blankets; pillow slips; towels; jerseys; Arctic and foulweather coats and trousers; shorts; string vests; blue serge trousers and blouses; white paper collars; leather knee boots; industrial, electrical and electronic plant and equipment; ferrous and non-ferrous metal and scrap; MT tyres, spares; plant and equipment; paints and oils; stacking chairs; photographic materials; batteries; wireless equipment; ball and roller bearings; outboard motors; welding set; carpets and rugs; fork-lift trucks; mobile crane; Land Rover station wagons; electric tractor; Commer van and other miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sales by Tender: Machine Tools

Autos; borers; pedestal, pillar and radial drills; internal, universal and horizontal grinders; capstan, turret and centre lathes; horizontal, vertical, thread and universal millers; flypresses; shapers; sheet metal machines, etc. Located at O. S. & D. D. Branston. Permission to view on presentation of a Tender form only, available from Director of Sales Supply, 6aiv, First Avenue House, London WC1V 6HE. Tenders must be returned by 10 a.m., November 21, 1972.

Pillar drills; grinders; gear generator; capstan and centre lathes; horizontal, vertical and universal millers; engraving, shaping, slotting and sheetmetal-working machines, etc. Located at Enfield, Middlesex. Permission to view on presentation of Tender form only, available from Director of Sales Supply, 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Two tenders which must be returned by 10 a.m., November 28, 1972, and 10 a.m., December 14, 1972.



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PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, OCTOBER 23

Mergers and take-overs

'A research study commissioned by Government on "Mergers and Concentration in British Industry" is expected to be published shortly, Mr. Michael Noble, Minister for Trade, said in reply to a question on social and economic research into the consequences of mergers and large take-overs of industrial concerns.

Quantity marking of washing powders

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, was questioned about consultations with producers regarding consistency in the quantity marking of washing powders and detergents in preparation for metric conversion. He answered that officials of the Department had had consultations with the trade association with a view to a greater measure of standardisation, and had also been in close touch with international bodies working in this field, notably the European Committee for Standardisation. Further discussions with consumer bodies were expected shortly.

Textile industry

In reply to a question on action being taken to protect the British textile industry against unfair foreign competition, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, said that the industry was protected both by quantitative restrictions on cotton products and by tariffs. 'We also have power to impose anti-dumping duties on imports which are dumped and are causing or threatening material injury to a UK industry,' he added.

Mr. Noble told a Member who asked what was the result of his negotiations with the European Economic Community about the requirements for textile imports from developing countries which would apply after British adherence to the European Economic Community, 'We are engaged in detailed discussions with the European Commission regarding these arrangements.'

Mr. Noble was also asked what was the DTI's policy concerning the progress of the inquiry currently being conducted by the Commission of the European Economic Community into the allegations of dumping of acrylic fibres by Japan, South Korea and Taiwan; and whether he was aware of the concern felt throughout the British textile industry about the threat to their own production. Mr. Noble said: 'We are aware of the Commission's anti-dumping investigation but we are not directly concerned since it relates to alleged dumping into the existing Community of Six. The Department also knows of the concern of some United Kingdom spinners about low-priced imports and offers of acrylic yarn from South Korea and Taiwan though the industry has not, so far, made a formal anti-dumping application.'

Aircraft hijacking

Mr. Michael Heseltine, Minister for Aerospace, was asked what representations had been made by the National Joint Council for Civil Transport regarding the need for action against hijacking and against governments giving sanctuary to hijackers; and what reply had been sent. Mr. Heseltine said: 'The Trade Union side of the National Joint Council for Civil Air Transport recently wrote to the Foreign Secretary expressing the concern of their union members, which I share. I have replied confirming that the government's policy is to seek international agreement on effective measures against acts of violence to civil aviation.'

Company law

A Member asked on what date the DTI in conjunction with the police, commenced investigations into IIG (London) Services and International Investors Group (Sales) Limited, two companies associated with the Real Estate Fund of America Limited and operating in Great Britain; who was investigated and on what dates; whether all directors and executives of these companies were invited and gave evidence; and when the report was likely to be published. Mr. Noble said: 'On October 27, 1970 officers of the Department of Trade and Industry were authorised under Section 109 of the Companies Act 1967 to examine the books and papers of the two companies to which the hon. Member refers in his question. As a result of that examination, further inquiries by the Police have taken place with the assistance of my Department. I am precluded by Section 111 of the Act from disclosing or publishing information obtained under Section 109 except for the purposes of prosecution. The hon. Member has recently addressed questions about Police inquiries to my right hon. friend the Home Secretary and my right hon. and Learned friend the Attorney General.'

In answer to questions about a number of companies: when action was first requested, when it was taken and with what results and whether at all material times the company had sent through its returns and accounts as laid down under the Companies Act within the statutory declared period, Mr. Noble gave the following information:

Company	Time and nature of first request for action	Action taken, and result	Whether at all material times the company filed its returns and accounts within the statutory period
Third Mile Investment Company Limited	Request for an investigation under Section 164 or Section 165(b) of Companies Act 1948 made in April 1965	Request refused because the facts were sufficiently known to shareholders	No
Ropergate Services Limited	The affairs of these companies are within the scope of the investigation by the Metropolitan Police which was referred to in a statement by the Attorney General on July 18. The Metropolitan Police are to report to the Director of Public Prosecutions, and I am not prepared to make any statement while their inquiries are in progress		No
Construction Promotions Limited			
Open System Building Company Limited			
International, Technical and Construction Services Limited			
Berkeley (Overseas) Limited	Request for action on defaults under Companies Act 1948 made in July 1970	Departmental inquiries were made. The company subsequently went into voluntary liquidation	No

'No' in the last column means that the company did not deliver its annual return or accounts within the period allowed on at least one occasion.

Industrial development

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, was asked to state the amounts of financial assistance his department had given over each of the past four years in order to create more jobs in the Yorkshire and Humberside Region. He answered that figures of expenditure were not available on a regional basis. Offers of building grants in the Region under the Local Employment Act amounted to £14,800 in 1969/70; £1.8 million in 1970/71; £2 million in 1971/72; and £1 million in the six months up to September 30 of this year. No payments had by that date been made or offered by the Industry Act.

Asked to give the date when the Government's advanced factory at Denaby Main was completed; when it was likely to be occupied; and what number of jobs, male and female, respectively, would be available, Mr. Grant said: 'The factory was completed in July last. We have so far been unable to find a tenant. The number of jobs will depend on the type of industry we succeed in getting.'

Imports of coking coal

Mr. Emery was asked what were the imports of coking coal into the United Kingdom for the 12 months preceding September 1, 1972, September 1, 1971, September 1, 1970, September 1, 1969, respectively. He answered: '303,000 metric tonnes and 965,000 metric tonnes for the years ended August 31, 1971 and 1972 respectively; in the two preceding years imports were negligible.'

Compensation to former colliery owners

Asked to state the total amount of compensation paid to former colliery owners since vesting day 1947, Mr. Emery said that total compensation for assets transferred on vesting day amounted to £388 million, of which £309.6 million was paid to former colliery owners and £78.4 million to former owners of mineral rights.

Shipbuilding industry

A statement on the future prospects of the shipbuilding industry was requested. Mr. Grant answered that the Industrial Development Executive was currently making a study of the long-term prospects of the British Shipbuilding Industry. Any statement must await the outcome of that study. Mr. Grant was also asked whether, in view of the recent announcement that the Australian Government were proposing new shipbuilding subsidies of up to 45 per cent of contract cost, the Secretary of State was satisfied with the level of construction grants contained in the Industry Act 1972. Mr. Anthony Grant replied that the construction grants contained in the Industry Act 1972 provided a level of assistance broadly comparable to similar building subsidies in other major shipbuilding nations. The proposed increase in the Australian subsidy would not affect international shipbuilding competition as the Australian industry was very small and built largely for the domestic market.

Mr. Christopher Chataway, Minister for Industrial Development, was asked to make a statement on the terms agreed for assisting shipping and shipbuilding resulting from the discussions which have taken place between the DTI and the representatives of the Chamber of Shipping and the Shipbuilders and Ship Repairers Organisation. He said he was awaiting further proposals from them about the form such assistance might take.

Marine engine industry

Mr. Chataway said, in answer to a question on representations he had had to assist the marine engine industry. 'I have received recent applications for assistance from two marine engine manufacturers. These are being considered urgently and I am in touch with the companies concerned.'

Foreign nationals trading and manufacturing in Britain

A Member asked whether in general principle foreign nationals and foreign concerns had full freedom for establishment of trading and manufacturing activities in Great Britain; which countries in Western Europe provided similar facilities to British nationals and British companies; and what progress was being made towards the same freedom in the case of Communist countries. Mr. Noble replied: 'There are no general restrictions on the freedom of foreign nationals and foreign concerns to establish trading and manufacturing activities in Great Britain. In this respect British practice is among the most liberal in the world. Some of the Western European countries, including Western Germany, give foreign firms full freedom to establish manufacturing and trading activities. In most, however, there are varying restrictions, though for the most part these do not constitute a serious inhibition to foreign investment, and the general policy is to welcome rather than exclude such investment. The European Communities provide for freedom of establishment for nationals of all Member States and we shall of course benefit from this after our accession. There are only limited opportunities for establishing trading and manufacturing facilities in the Communist countries but there have been some relaxations during recent years.'

Japanese ball bearings

A statement on the Secretary of State's most recent discussions with the Japanese on their export of ball bearings to Great Britain was requested. Mr. Chataway said: 'As the House is aware, my right hon. Friend's discussion with Japanese Ministers took place early in June. Since then the Japanese ball bearing industry have decided to limit their exports to this country to 2,550 tons this year and to 2,805 tons in 1973.'

Japanese umbrellas

A Member asked whether in the Secretary of State's discussions with the representatives of Japanese industry as a whole, he had taken into account the increasing difficulties facing the British umbrella manufacturing industry; and what further proposals he had in mind for dealing with the problems of this section of British industry. Mr. Grant replied that the recent joint review by United Kingdom and Japanese officials of increasing competition from certain Japanese goods in the UK market included umbrellas. The Federation of British Umbrella Industries was in correspondence with the Japan Export Umbrella Manufacturers' Association on this subject and there was no reason to intervene.

Nuclear developments

Mr. Emery was asked whether it was Government policy to approach development in the nuclear field by integrated European companies or through national companies linked with European and other firms under licensing agreements. He replied: 'The statement made by my right hon. Friend to the House on August 8 made it clear that the proposed new nuclear design and construction company should be capable of playing its part in international, and especially European, collaboration in the development and exploitation of nuclear reactors, to which the Government attach much importance. The precise forms of collaboration will depend on the circumstances in each case.'

Coal exports

Mr. Emery was asked to estimate the expected rise in coal exports from the United Kingdom to the European Economic Community in the 12 months following official entry into the European Economic Community. He said that the National Coal Board would make the most of any opportunities for coal exports offered by our joining the Community. However future sales would depend upon a number of factors and it could be misleading to speculate on the level of any particular period.

Aircraft noise

Referring to the fact that when the approach noise of Concorde 002 was independently measured on its recent visit to Australia the aircraft proved to be 33 times as noisy as a Boeing 727 or DC9, a Member asked Mr. Onslow if he would ascertain how many times as noisy as these aircraft the Concorde would be when fitted with its new engines. Mr. Onslow replied: 'The Concorde prototype would have sounded between two and three times as noisy as the Boeing 727 and DC9. But it is misleading to compare Concorde's noise with these aircraft. The truer comparison is with subsonic aircraft such as the Boeing 707 and DC8, and the manufacturers are confident that noise levels of the production Concorde will be comparable with these aircraft.'

Mr. Onslow told a Member what amount of noise monitoring of landing aircraft has taken place recently at Heathrow, London Airport; that noise monitoring on landing had been carried out recently only for special purposes by special arrangement.

British participation in space programmes

Mr. Onslow was questioned about plans for British participation in Space Shuttle and said that discussions on future space programmes, including the possibility of European participation in the post-Apollo programme, were in progress with our European partners. A decision on British participation must await the outcome of these discussions.

In answer to a question on proposals for discussions with the European Economic Community countries on co-operation with the United States of America on space development, Mr. Onslow said: 'The question of possible co-operation with the United States in space programmes is primarily a matter for the European Space Conference. Ministers of member countries are now considering dates for possible meetings before the end of the year.'

TUESDAY, OCTOBER 24

Company Law

Mr. Noble, replying to a Member inquiring about amendments to company law which would afford greater protection to employees when companies decided to go into liquidation, said: 'Preferential payments to employees in a liquidation will be considered in the course of the review we are making of company law.'

Another Member asked Mr. Noble about action on 'the 600-odd letters received by his department since August 3 asking for action to enforce the Companies Acts against named companies and their directors'. 'Appropriate action has been or is being taken having regard to the widely ranging contents of each letter,' Mr. Noble replied.

Asked why details are no longer available of the first occasion when the DTI were requested to take action against the Mias Group of Companies; and why he was unable to give details of the number of occasions he was requested to take action, Mr. Noble said that some of the 1958 files relating to this group had been destroyed in accordance with usual practice following completion of the necessary action. Files relating to other companies might have been required at more recent dates and, therefore, had been retained for the time being.

In answer to a request for details of the four applications submitted to his department for investigation into the affairs of Royston Industries Limited; and how soon after these applications the company collapsed, Mr. Noble said that one applicant claimed on two occasions that the shareholders had not been given all the information about the company, which they might reasonably expect. Another application dealt with the management of the company generally and the third applicant referred to the receiver's dealings with the company's assets. All four applications were received after the appointment on December 8, 1967 of a receiver and manager for the debenture holders. An estimate was asked for of the percentage of companies in arrears with their returns; and what steps the DTI were taking both to reduce this figure and increase the number of prosecutions. Mr. Noble answered that, overall about one company in three was more than three months late at any one time, although the degree of non-compliance by public companies was a very small proportion of these. As computerisation in Companies House gathered pace, the Registrar would be able to take earlier enforcement action against defaulting companies. Information about the number of prosecutions under Section 126 of the Companies Act 1948, Mr. Noble continued in answer to a further question, was published in the Companies Annual Report. Mr. Noble was also asked if the maximum permitted fines could be increased in respect of companies prosecuted for failure to render their returns to Companies House within the statutory permitted period. 'I will bear this in mind in the present review of companies legislation,' he replied.

Rolls Royce (1971) Ltd.

Mr. Heseltine was asked to make a statement about the recently announced changes on the

(continued on next page)

PARLIAMENT
continued

board of Rolls Royce (1971) Limited. He said: 'The Board of Rolls Royce (1971) Ltd.announced on October 6 that, as intended, Lord Cole had resigned from the Board and had been replaced by Sir Kenneth Keith; that Mr. Morrow remained as Deputy Chairman but would resign as Managing Director on November 30 and would be succeeded by Mr. Kenneth Wilkinson who had been elected to the Board. The appointments were made by the Board. The Government, as sole shareholder, was concerned in the appointments which were made with its approval. I should like to record the Government's gratitude to Lord Cole for the very great public service which he has rendered through his leadership of the company over the last two years.'

Proposals for registration of estate agents

A Member asked Mr. Noble what representations he had received from the Chairman of the National Association of Estate Agents for legislation for the licensing of estate agents with proposals to protect the public from fraud and for the establishment of guarantee bonds for deposits; what reply he had sent; and what action he proposed. Mr. Noble replied: 'Proposals for a scheme of registration for estate agents were sent to me on August 1, 1972. Officials have discussed them with representatives of the Association who were invited to supply further information. This will be considered when it is received.'

Quiet STOL aircraft

Mr. Heseltine told a Member who asked what request for launching aid had been made for the HS 146 quiet short take-off and landing aircraft, 'I have received and am considering a request for launching aid for the HS 146 project.'

Concorde

Mr. Heseltine was asked whether he would seek to make arrangements, jointly with the French Government, to counter the political campaign being mounted against Concorde in the United States of America. 'The manufacturers and the two Governments are keeping a close watch on the situation and will take appropriate action when necessary,' he replied.

Industrial development

Mr. Grant, asked when he expected the Government advance factory at Doncaster to be occupied and brought into use; and how many additional jobs, male or female, he expected it to provide, said that occupation was expected early in the New Year and eventual employment was expected to reach 150, mostly males.

Aircraft safety

Lord Limerick, Parliamentary Under-Secretary of State for Trade, was asked if HM Government agreed with the three recommendations on page 15 of the report on the accident to aircraft G-AYPN (Civil Aircraft Accident Report 13/72); and, if so, what steps they proposed to take to implement them.

Lord Limerick answered: 'The Department has drawn the attention of the Civil Aviation Authority to the recommendations in the report. The Authority, whose safety functions embrace the matters referred to, reported in a statement issued on October 6 the action taken and being taken. On the first recommendation, regarding the logging of flights, they drew attention to an information circular giving advice on the matter which was issued on March 27. On the second, which is directed primarily to police authorities, the Civil Aviation Authority is in touch with the Home Office on the steps required for implementation; on the third, which relates to the development of a carbon monoxide detector for aircraft cabins, the Authority stated that it has already a study of this matter in hand.'

Nuclear Installations Inspectorate

Mr. Emery was asked to give the minimum qualifications required of candidates for admission into the Nuclear Installations Inspectorate; the current salary scale for such inspectors; and the present numbers. He replied that candidates for appointment as Inspectors of Nuclear Installations were normally required to possess a first or second class honours degree, or equivalent, in science or engineering or to be corporate members of an appropriate professional institution.

The current national salary scale for Inspectors was £2,910-£3,760 and the total professional staff of the Inspectorate is 66.

He was also asked to state the minimum qualifications required of candidates for the Inspectorate of Mines and Quarries, the current salary scale for inspectors, and the present strength of the Inspectorate, and said: 'The Mines Inspectorate comprises three main disciplines: mining, electrical and mechanical engineering. Mining Inspectors must have a first class certificate of competency under the Mines and Quarries Act 1954, and must for not less than two recent years have been employed as a manager or under manager of any mine under that Act, preferably a coal mine. Electrical and mechanical engineering Inspectors must have a degree in mechanical or electrical engineering or be corporate members of the appropriate professional institution, and must for not less than two recent years have had practical experience at coal mines.

The present national salary scale for Inspectors is £4,115-£5,350 and the professional strength of the Inspectorate is 116.'

Coal mining industry

Mr. Boardman told a Member who asked when he would now be reporting the proposed changes in the organisation of the coal-mining industry, 'I hope to present proposals shortly on the finances of the National Coal Board, but changes in organisation are matters for the Board.'

Registration of business names by educational establishments

Mr. Noble was asked how many applications for the registration of business names by educational establishments had been received; and how many such applications had been refused on the ground of undesirability, in each of the last 10 years. He replied that 56 applications to register business names including the words 'college', 'institute' or 'school' were received during the year ended September 30, 1972. Of these 39 applications were refused on grounds of undesirability. Information for earlier years was not available.

WEDNESDAY, OCTOBER 25

EEC entry: regional aids

Mr. Grant was asked when he expected to be advised by the European Economic Community Commission of the areas in Great Britain which they intended to classify as central and non-central for the purpose of regional aids. 'We expect to reach agreement on this matter in the first half of 1973,' he replied.

Mr. Grant also said that no alterations were being proposed in regional development aids as a consequence of the decision of the Heads of Government of the EEC that the regional development aids in their respective countries would be co-ordinated pending the establishment of the proposed Regional Fund.

Steel prices

Stating that the price of steel produced by the British Steel Corporation was below that of steel produced in the European Economic Community; a Member asked, as the British Steel Corporation now faced a substantial loss in the current financial year, what action would be taken to ensure that the pricing policy of the British Steel Corporation did not conflict with the pricing policies of the European Coal and Steel Community regulations. Mr. Tom Boardman, Minister for Industry, replied that the Corporation was currently reviewing its pricing policies in the light of the requirements of the Treaty of Paris and the contribution it would wish to make to restraining inflation.

UKAEA and multi-national European links

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry was asked to list the multi-national European links which the United Kingdom Atomic Energy Authority, British nuclear companies and contractors have negotiated in recent years and the role each such enterprise was designed to perform. He replied: 'The UKAEA have not in recent years negotiated the setting up of any new enterprises with organisations in other European countries. However, they have well established and good working arrangements with their European counterparts for the exchange of research and development information. In particular, the Authority have been a signatory to agreements covering the OECD Dragon (HTR) project since 1959.

'British Nuclear Fuels Limited, in which the UKAEA is at present sole shareholder, has in recent years associated in three multi-national companies, CENTEC GmbH, URENCO Ltd. (both formed pursuant to the intergovernmental agreement of April 4, 1970 on collaboration in the development and exploitation of the gas centrifuge process), and United Reprocessors GmbH. The role each of these enterprises is designed to perform is set out in the Annual Report of British Nuclear Fuels Limited.

'The Radiochemical Centre Limited, also at present wholly owned by the UKAEA, has formed a subsidiary company, Amersham Buchler GmbH, in conjunction with the German firm Buchler & Company, to market its products in West Germany.

'As regards the two design and construction companies, British Nuclear Design and Construction has a licence arrangement with Brown Boveri (Mannheim) for the promotion of the AGR system; The Nuclear Power Group has agreements to collaborate on thermal and fast reactor systems with various European companies including:

Kraftwerk Union AG	Federal Republic of Germany
Agip Nucleare SpA	Italy
Belgonucleaire SA	Belgium
Interatom GmbH	Federal Republic of Germany
NV Neeratom	Netherlands

'TNPG is also one of four European companies shareholders in Inter-Nuclear, a company incorporated in Belgium to exploit the HTR commercially; and is a member of the Gas Breeder Reactor Association, an association of organisations which supports a team of engineers in Brussels to carry out feasibility and economic studies on the gas-cooled breeder reactor.

'Also, in the private sector, there are a large number of manufacturers in the UK of the specialised equipment and materials for nuclear power stations, many with overseas affiliates. The question of European links which these companies may have formed is a matter for the individual firms.'

THURSDAY, OCTOBER 26

Shipbuilding industry

Mr. Chataway was asked to forecast the total sum likely to be spent in direct support of the British shipbuilding industry by HM Government from 1972 to 1974, Mr. Chataway said that the latest forecast for the financial year 1972-73 was £53 million and for the financial year 1973-74 £42 million. These forecasts covered direct support already announced to Govan Shipbuilders Ltd., Cammell Laird Shipbuilders Ltd., Harland & Wolff Ltd. and the UCS Liquator as well as construction grants under Section 11 of the Industry Act.

Mr. Grant was asked for an early statement on the recent proposals on the future of the European shipbuilding industry submitted to HM Government by the Association of Western European Shipbuilders, the European Economic Community Shipbuilders Linking Committee and the Organisation for Economic Co-operation and Development. He answered: 'No. The views expressed by the European shipbuilders will be taken into account in our examination of the long-term prospects of the UK shipbuilding industry and in our discussions with European shipbuilding nations with whom we have close links through the EEC and the OECD.'

Ocean industries

Mr. Heseltine was asked what support his department was giving to research and development work in ocean industries other than shipbuilding; and what percentage this was of total Government support for industrial research and development in Great Britian. He said: 'The Department of Trade and Industry is spending about £3.5 million on Research and Development relevant to ocean industries other than shipbuilding. This is approximately 1½ per cent of total Government support for industrial research and development in Great Britain.'

Mr. Heseltine said, in reply to a further question, that he was considering the very many valuable suggestions made at the Conference on October 3. Where appropriate, he would ask the Ship and Marine Technology Requirements Board to consider how best to respond to the ideas that were put forward.

North Sea oil

Mr. Emery was asked whether the report commissioned on how United Kingdom industry could obtain greater benefits from North Sea oil developments had yet been received. He answered: 'The consultants' report has been received and the recommendations are being given urgent consideration. The report contains a good deal of confidential material relating to individual firms and the consultants are assisting in preparing a version suitable for publication.'

Investigations into fraudulent trading

Mr Noble told a Member who asked how many civil servants were currently engaged in investigating alleged fraudulent trading and kindred offences, that approximately 100 civil servants employed by the Department of Trade and Industry were currently inquiring into, *inter alia*, possible fraudulent trading under Section 332(3) of the Companies Act 1948 in connection with 111 companies. It was not possible to give figures for other possible offences under inquiry.

Convictions under Companies Act

A Member asked for the number of convictions under Section 332(3) of the Companies Act 1948 in regard to fraudulent trading in each year since 1968. He answered that convictions under Section 332(3) of the Companies Act 1948 in respect of prosecutions by the Department of Trade and Industry totalled 9, 8, 5 and 13, respectively for the four years 1968 to 1971 inclusive. Statistics of prosecutions and convictions under the Companies Acts and other legislation appeared in the Companies Annual Reports which were available in the Library.

Fraudulent trading was also prosecuted by the Director of Public Prosecutions and by Police prosecuting authorities.

Regional development grants

Mr. Grant was asked whether he had completed his examination of the possibility of fixing a ceiling to the amount of regional development grant made in respect of a single project. He answered: 'Yes. This proposal raises serious difficulties. Size and capital intensity do not always go together, so that a ceiling on large projects would be liable to affect some which are labour-intensive, and leave rather smaller capital-intensive projects unaffected. What one person regards as a single project another may regard as several projects, so that a ceiling would cause great uncertainty among industrialists and long arguments which could be settled only by arbitrary Government decisions. Thus a ceiling would be unlikely to be effective. For these reasons, I have concluded that, as with tax allowances which are the main national investment incentive, there should not be a ceiling to regional development grants. The employment implications of a project are however an important consideration in determining the amount and terms of selective assistance under Section 7 of the Industry Act.'

Hirschfield report on steel prices

Answering a Member who asked if the Hirschfield report on steel prices would be published as a White Paper, Mr. Boardman said: 'No. The Report, which is now in the hands of the parties concerned, contains information of a commercially confidential nature. I have accepted its conclusions and shall be discussing with the parties the action to be taken on them.'

Credit cards

Mr. Noble was asked if steps would be taken to prevent banks from issuing credit cards to customers who had not requested them. 'I am considering doing this as part of proposed legislation on consumer credit and, in this context, will bear in mind the effects of the recent issue of a new credit card by a number of banks,' Mr. Noble replied.

AWRE, Aldermaston

Asked to make a statement on the temporary closure of the Atomic Weapons Research Establishment at Aldermaston, Mr. Emery said: 'Aldermaston has not been shut down. In consequence of a dispute about the amount of payment for working in "abnormal" conditions there is a small group of employees who are not carrying out their usual duties. This is affecting work in limited areas.'

Fast breeder reactor systems

Mr. Emery was asked to detail the British and European enterprises formed for the development of fast breeder reactor systems and the countries in Western Europe contemplating prototype and/or commercial reactors of this type before 1980. Mr. Emery said: 'No British enterprises have been formed specifically for the development of fast breeder reactor systems. Present British industrial organisations concerned with the supply of thermal reactors and their fuel are closely involved with the UKAEA in fast breeder development work. However, the possibility of arranging collaboration for fast reactor development and exploitation between the appropriate organisations in this country and those in Europe is currently under active consideration.

'In Europe I understand that fast reactor development is also being pursued through existing national and industrial organisations. These have in some cases formed international associations for development work or to share costs of construction and benefits from operating experience.'

Concorde

A Member asked what was the total number of orders placed for Concorde; how many options remained to be taken up; and what countries were included in orders and options. Mr. Onslow said that BOAC have ordered five aircraft and Air France four. In addition, the Chinese National Airline had signed preliminary purchase orders for three aircraft and Iranair had signed a letter of intent to purchase two aircraft with an option on a third. There were 54 other options remaining to be taken up and the countries concerned were Australia, Belgium, India, Japan, Lebanon, United States and West Germany.

Navigation on the River Plate

Mr. Onslow was asked what action was proposed on the petition by some 3,250 seamen and sympathisers that international action should be initiated to encourage single-line traffic on the narrow stretches of the River Plate. 'I have now received the petition and am considering it,' said Mr. Onslow.

Safety of oil tankers, etc.

A question was asked on safety devices required to be available to seamen who abandoned ship following a collision between vessels, one of which was carrying inflammable liquids. Mr. Onslow said that the Merchant Shiippng (Life-Saving Appliances) Rules 1965 required lifeboats, life-rafts and life jackets to be provided on scales laid down. Tankers may carry lifeboats specially designed to give extra resistance to fire.

In reply to a further inquiry on the *Royston Grange*, Mr. Heseltine made the following statement: 'A preliminary inquiry was held at once into the loss of the *Royston Grange* and the report of this has been considered by my Department. The Liberian Government, whose flag-vessel the *Tien Chee* was also involved in the collision, is hoping to hold a public inquiry into the casualty next month, subject to the release of the master of the *Tien Chee*, who is at present being held by the Argentinian authorities. Two of my Department's surveyors will be present at this inquiry, and I shall decide in the light of their report of the proceedings whether to order a formal investigation under the Merchant Shipping Act 1894.'

Mr. Onslow was also asked how many collisions had occurred during the past year in which tankers were in some way involved; and how many fatalities resulted. Mr. Onslow replied that he had information of 14 such collisions between October 1, 1971 and September 30, 1972. Seventy-four deaths of British subjects resulted, all on the *Royston Grange*. Asked if action would be sought, in concert with other Governments, designed to ensure that seamen were protected against collision with tankers carrying inflammable liquids, Mr. Onslow said: 'These matters are constantly under review in the Inter-Governmental Maritime Consultative Organisation in which the United Kingdom plays a prominent part.'

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average) estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,058	1,012	series in £ million				series in £ million		
1967	113	110	132	123	124	186	−37	13	22	−315	−557	242
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	141	150	342	232	26	27	444	−143	587
1970	121	116	142	151	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1,040	299	741
1970 2nd qtr	121	116	144	150	172	97	55	11	14	128	−41	169
3rd qtr	122	117	141	151	166	103	44	7	—	81	−72	153
4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	120	116	140	145	156	89	41	−1	−44	124	−67	191
2nd qtr	122	119	141	137	168	−67	−114	11	38	295	113	182
3rd qtr	123	120	141	142	168	−34	−59	−9	6	364	177	187
4th qtr	124	122	142	135	167	36	−21	−6	36	257	76	181
1972 1st qtr	121	123	145	139††	167	−154	−110	−6	−29	58	−125	183
2nd qtr	125	126	144	126††	185	−86	−136	−6	31	77	−84	161
% change latest 2 quarters:												
on prev. 2 quarters	−0.3	+2.6	+2.3	..	+4.8							
on a year earlier	+1.8	+5.9	+3.1	..	+8.6							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices: Index‡	Prices and costs: Index of retail prices: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Wholly unemployed excluding school leavers and adult students: mid-month count	Labour: Wholly unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	Jan 31, 1956†				1963	1963
£m in base year			11,372	thousands						thousands		thousands	4,282	4,362
1967	113.9	114.2	101.1	93.1	119.4	2.5	107.5	110.9	175.3	510	2.2	174	120	130
1968	119.8	121.4	103.1	93.1	125.0	4.7	117.3	115.3	187.3	538	2.3	188	147	159
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	197.4	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	217.7	568	2.5	186	184	181
1971	125.0	126.9	103.8	108.5	153.4	9.4	132.6	137.7	246.4	737	3.2	129	205	195
1970 3rd qtr	124.5	127.4	104.0	93	141.1	6 9	124.9	128.7	219.5	571	2.5	185	175	178
4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	228.3	582	2.5	176	199	190
1971 1st qtr	124.5	126.7	101.8	91	147.9	8.6	129.7	134.4	237.5	634	2.8	150	186	189
2nd qtr	125.2	127.2	103.2	95	153.2	9.8	133.1	137.2	242.4	709	3.1	128	212	197
3rd qtr	125.6	127.2	104.4	116	155.3	10.1	134.1	139.2	248.6	772	3.4	119	214	194
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	257.0	832	3.7	118	210	199
1972 1st qtr	122.2	125.1	106.1	121	159.7	8.0	135.0	141.6	265.9	870	3.8	124	204	212
2nd qtr	129.3	129.9	108.4	144	162.7	6.2	136.1	143.4	272.0	834	3.7	133	213	217
3rd qtr				142			138.9 p	146.0 p	103.4 p†	807	3.6	146	194 p	217 p
Feb	114.6	117.2	106.1	116	159.8	8.1	134.6	141.6	265.6	869	3.8	126	209	215
Mar	127.2	129.8	106.2	116	160.3	7.6	134.7	142.0	266.9	879	3.9	126	199	219
Apr	127.2	128.2	107.7	127	161.8	6.3	136.0	142.6	268.6	871	3.8	128	208	218
May	130.7	131.2	107.8	151	162.6	6.1	136.2	143.4	271.7	834	3.7	134	208	216
Jun	129.9	130 2	109.4	154	163.7	6.1	136.1	144.1	275.8	798	3.5	139	224	216
Jul	131.6	134.4	112.4	128	164.2	5.8	137.3	144.9	100 0†	803	3.5	140	209 p	197 p
Aug	130.0	132.8	111.9	157	165.5	6.6	139.3 p	146.1 p	103.5	807	3.6	148	139 p	89 p
Sep				140			140.3 p	147.1 p	106.6 p	812	3.6	151	233 p	266 p
Oct										774 p	3.4 p	165 p		
% change latest 3 months:														
on prev. 3 months	+1.7	+2.1	+3.6	+11.2	+1.8		+2.1	+1.9	..	−1.7		+13.4	−9.0	+0.1
on a year earlier	+3.8	+3.9	+7.1	+34.8	+6.2		+3.7	+4.9	..	+0.9		+30.4	−9.3	+12.2

(††) Not directly comparable with earlier figures; see Capital Expenditure article in *Trade and Industry*, Volume 7, No. 11, June 15, 1972.
(‡) Not seasonally adjusted. (†) New series from July 1972 based on July 31, 1972 = 100. (§) On a balance of payments basis.

The economy: selected indicators

THE 'Selected Indicators' page has been revised and a few changes made in the series included. In addition the columns have been rearranged to permit the addition of running half-yearly/three monthly comparisons as a guide to the trends of the series.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

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- Brushes and brooms for second quarter
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A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

New Business Monitor for miscellaneous manufacturing industries

THE first two quarters' results of a new statistical inquiry into manufacturers' sales of miscellaneous manufacturing goods have been published in the Business Monitor series.

Products covered include fancy articles, toilet requisites, lamp shades, display fittings, smokers' requisites, firelighters and granulated peat. The figures relate to the fourth quarter of 1971 and the first quarter of 1972.

The inquiry was started after detailed consultation with industry and is designed to fit into a new system of industrial statistics being developed by the Government Statistical Service. As well as meeting official statistical requirements, the inquiry will also provide industry with detailed sales information for marketing and management purposes. The figures in the new Monitor are compiled from returns received from establishments with 25 or more employees classified to Minimum List Heading 499/2 of the Standard Industrial Classification (Miscellaneous Manufacturing Industries). They also include sales of the principal products of this industry by establishments employing 25 or more persons classified to other industries included in the new system of quarterly inquiries. In view of the detailed nature of the new inquiry it was expected that firms would take some time to organise their records to provide the information sought. Response in the first quarter's inquiry did, in fact, prove to be slow, but is now largely complete and it is hoped progressively to speed up publication of future results.

The new Monitor (Reference P132) is available on subscription of 37½p (including postage) per year from HMSO, PO Box 569, London SE1.

Northern Ireland index of production

THE provisional index of production for August 1972 is 155. This is 21 points higher than the index for July 1972 and 2 points higher than for August 1971.

The index numbers for the main industrial groups with the increase or decrease on August 1971 shown in brackets are: textiles 233 (−1 point); clothing 112 (−1); engineering and metals 106 (−7); food, drink and tobacco 125 (+8); timber and furniture 143 (−3); mineral products 173 (+7); other manufacturing industries 222 (+10); gas, electricity and water 160 (+12).

Index of retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for August was 124 (1965 = 100), 1 per cent more than in August, 1971.

After allowing for price changes, the total volume of sales was 5 per cent less than a year earlier. Index numbers of the value of sales in August and percentage increases on a year earlier for the main groups of trader are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (tel: Belfast (0232) 34488, ext. 336).

	August 1972	
The value of sales by:	Index number 1965 = 100	Percentage increase
All kinds of business	124	1
Food shops	138	−2
Non-food shops	115	4
Of which:		
Clothing and footwear shops	106	5
Durable goods shops	161	7
Miscellaneous non-food shops	113	2
Department and general stores	89	4

British Labour Statistics: Year Book 1970

THE second of the new series of year books setting out the statistics relating to 1970 compiled by the Department of Employment has been published (*British Labour Statistics: Year Book 1970*, HMSO, Price £7.20).

Subjects covered include wage rates; hours of work; retail prices; employment, unemployment; vacancies; family expenditure; industrial disputes; membership of trade unions; industrial accidents; labour costs and output per person employed. Regional analyses of many items are also included.

Where appropriate, comparative figures covering 10 years are included. Many of the tables have already appeared in the *Department of Employment Gazette*, but their bringing together in one volume makes for ease of reference.

The year books supplement the information contained in *British Labour Statistics: Historical Abstract 1886-1968*, the standard work of reference, published by HMSO in June 1971.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.

Nationality of vessels in the sea-borne trade of the United Kingdom in 1971

SEA-BORNE trade to and from the United Kingdom, measured in ton-miles, continued to increase in 1971. For all classes of trade taken together the proportion carried by United Kingdom registered vessels dropped slightly to 36 per cent. For tanker cargoes, the proportion fell back from 31 per cent in 1970 to 30 per cent in 1971; for bulk cargoes it recovered from 41 per cent to 48 per cent; for other dry cargoes (predominantly but not wholly liner cargoes) the proportion carried under the UK flag declined further from 60 per cent to 55 per cent.

	1965	1965	1966	1967	1968	1969	1970	1971	1971
	All flags Th. mn. ton-miles	UK Flag percentages							All flags Th. mn. ton-miles
All cargo	647	47	40	39	33	37	37	36	1,276
Tanker cargo	363	36	28	29	22	29	31	30	924
Dry cargo									
Total	284	61	57	55	58	55	51	52	352
Bulk	130	50	46	48	50 48*	46	41	48	172
Other	153	69	65	61	63 65*	62	60	55	180

* Classification of bulk dry cargo commodities revised in 1968.

The extent of United Kingdom sea-borne trade in terms of ton-miles is shown in the table above for 1965, when the present statistical series was started, and for 1971. In total it almost doubled between these years. The contribution of the UK fleet increased by one half, its share falling by nearly one quarter over the period. The deadweight tonnage of the UK merchant fleet (excluding passenger vessels) also increased by one half, for the most part in tankers, where expansion world-wide was greatest because of the rapid growth in demand for oil. However, a large part of the UK tanker fleet is normally employed in cross-trades and a great deal of foreign tanker tonnage is operated by UK shipping companies, again much of it on cross-voyages.

It is estimated that in the world as a whole sea-borne trade, again in terms of ton-miles, also doubled between 1965 and 1971 with oil movements accounting for half the increase. In UK sea-borne trade, additional tanker carryings accounted for almost the whole of the increase.

TANKER CARGO

Imports

Tanker imports accounted for more than half the weight, a little under three-quarters of the ton-miles but less than one-twelfth of the value of all UK sea-borne imports and exports in 1971. Imports carried by UK tankers did not account for quite such large proportions of the totals for the UK fleet, but nevertheless amounted to nearly three-fifths of the total ton-mileage recorded by UK ships of all kinds.

The UK share of tanker imports in terms of ton-miles fell slightly, from 31 per cent in 1970 to 30 per cent in 1971. The share remained about the same by weight, but was somewhat lower by value. There was a small drop in the proportion for the important Persian Gulf trade, and further falls in respect of Nigerian and Venezuelan trades. The UK shares of oil imports from those two countries and from Libya were relatively low. Additional movements by UK tankers from the Persian Gulf, particularly Saudi Arabia, were offset to some extent by a fall in movements from Libya. This

TABLE 1. UNITED KINGDOM TRADE BY SEA IN 1971

Cargo carried by ships of all flags and proportion carried by UK registered ships

	Weight				Ton-miles				Value			
	1969	1970	1971	All flags (mn tons)	1969	1970	1971	All flags (Th mn)	1969	1970	1971	All flags (£ mn)
	UK flag %				UK flag %				UK flag %			
Imports												
All cargo	33	31	32	203.2	34	35	35	1,172.9	47	45	42	8,060
Tanker cargo	27	27	27	128.5	29	31	30	908.3	29	28	27	1,198
Dry cargo												
Total	42	39	42	74.7	53	48	51	264.6	50	47	45	6,862
Bulk	42	39	44	45.6	47	41	49	162.9	32	30	31	1,086
Other dry	41	40	38	29.1	60	57	54	101.8	53	50	47	5,776
Exports (†)												
All cargo	47	47	44	48.8	60	58	54	103.0	54	52	51	7,351
Tanker cargo	54	49	48	17.6	49	48	47	15.6	55	50	48	195
Dry cargo												
Total	44	46	42	31.2	62	60	55	87.4	54	52	51	7,156
Bulk	38	47	41	9.4	33	35	31	9.0	29	26	23	64
Other dry	47	46	42	21.8	66	64	58	78.4	54	52	52	7,092
All trades (†)												
All cargo	35	35	34	251.9	37	37	36	1,276.0	50	48	46	15,412
Tanker cargo	30	29	29	146.0	29	31	30	923.9	32	31	30	1,393
Dry cargo												
Total	42	41	42	105.9	55	51	52	352.0	52	49	48	14,019
Bulk	41	40	44	55.0	46	41	48	171.9	32	30	30	1,150
Other dry	43	42	39	50.9	62	60	55	180.1	54	51	50	12,869

(†) Excluding re-exports in 1969, equivalent to just over 2% of exports by weight in that year.

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TABLE 2. UNITED KINGDOM TRADE BY SEA IN 1971

Proportion of trade carried by the principal flags

Country of flag	All cargo		Dry cargo		Tanker cargo	
	Weight	Value	Weight	Value	Weight	Value
Imports						
UK	32.1	42.1	41.7	44.7	26.6	27.4
Liberia	17.7	4.8	6.6	1.5	24.2	23.2
Norway	13.8	7.2	8.5	5.6	16.9	16.6
Germany (Federal Republic)	5.8	11.8	11.2	13.3	2.6	2.9
Netherlands	5.4	7.1	6.7	7.4	4.6	5.3
Greece	5.2	2.0	3.4	1.3	6.2	6.1
All other flags	20.0	25.0	21.9	26.2	18.9	18.5

Country of flag	All cargo		Dry Cargo		Tanker cargo	
	Weight	Value	Weight	Value	Weight	Value
Exports						
UK	43.9	51.2	41.5	51.3	48.1	48.1
Germany (Federal Republic)	11.2	12.0	16.4	12.3	1.8	2.8
Norway	9.0	3.8	5.7	3.5	14.8	14.9
Netherlands	7.0	6.8	10.1	6.9	1.4	1.9
Liberia	4.8	0.9	1.8	0.7	10.2	8.6
Denmark	3.0	2.1	3.6	2.1	1.9	2.3
All other flags	21.1	23.2	20.9	23.2	21.8	21.4

reflected a change in the pattern of UK oil imports, whose effect was to increase the ton-miles performed and the average length of haul.

Movements of tanker cargo are estimated to have increased by about 8 per cent world-wide, in the UK import trade by almost 12 per cent and by UK tankers in that trade by nearly 11 per cent. The UK tanker fleet expanded by some 15 per cent in 1971, the world fleet of tankers by a little less.

Exports

The UK share of the less important export trade fell again in 1971. While the total trade was only a little down the pattern changed with some nearer countries, where the proportion of cargo carried by UK ships was less than average, becoming more important. This change also reduced the ton-mileage and average length of haul of both UK and foreign tankers.

BULK DRY CARGOES

Imports

There was only a small increase in the weight of dry bulk cargoes imported in 1971, but the ton-mileage rose considerably, from 138,000 to 163,000 millions. This represented the largest increase recorded in any year since the series began in 1965. At the same time the UK share improved substantially, more than making up for the fall between 1969 and 1970. So both the total ton-mileage and that recorded by UK tramps and bulk carriers were at a record level. The improvement was in line with the expansion of this section of the UK fleet during the past two or three years, though a large part of the fleet was chartered out to foreign operators and was more likely to be employed in cross-trades than in UK trades.

The main elements in the improved performance of UK ships were the regaining of a large share in carrying iron ore following the fall in 1970, and the equally large share in carrying coal, which was imported in greater quantities than for some years. UK ships carried nearly two-thirds of these bulk commodities which together accounted for almost half the weight of bulk imports in 1971. There were some partially offsetting falls in share mainly on those routes where neither iron ore nor coal played an important part in the trade.

There was some change in the pattern of imports in 1971, the deep sea trades, where the UK share was greater, becoming more prominent. Relatively more iron ore came from North and South America and less from Scandinavia and the Baltic in 1971 than in 1970 and most of the coal came from Australia and North America. These factors accounted for the considerable rise in the ton-mileage of bulk cargoes, and for an increase to the average length of haul.

Exports

There was a general reduction in the value, weight and ton-mileage of bulk cargoes exported, as well as a fall in the UK share, notably in respect of sand, gravel and ballast exports. Exported bulk cargoes were only a fraction of those imported, amounting to a little over one-twentieth in terms of ton-miles in 1971, most of them going to the Continent.

OTHER DRY CARGOES

Imports

The proportion of dry cargoes other than in bulk moved by UK ships decreased further in 1971. There were small reductions in both the total weight and ton-mileage, but an increase in the value of this trade, which in the main is carried by liners. The principal reason for the continued deterioration to the UK fleet's share was the shift in the balance of trade from the deep sea routes where the UK share was greater (though falling) to the near sea routes where it was only half as great. Imports of iron and steel were an important factor in this change of pattern, more having come from EEC countries and Spain and far less from North America. In addition, the position of UK shipping deteriorated in the North American and African trades and to a much greater extent in the Far Eastern trade, especially with Japan, where UK ships failed to obtain a proportionate share of a very large increase in trade (mostly in iron and steel). It did improve marginally however in trade with Australasia.

Exports

Exports of dry cargoes other than in bulk rose appreciably in 1971, but the UK proportion fell significantly in terms of weight of cargo and ton-miles, remaining about the same in terms of value. There were marked reductions on both the short and deep sea routes; as for imports, the UK proportion is about twice as great on the latter as on the former. There was little change between 1970 and 1971 in the actual tonnage moved or the ton-miles recorded by UK vessels. The deterioration on short and near sea routes occurred mainly in trades with the Irish Republic, West Germany and Italy. On the deep sea routes UK shipping was generally not able to increase its carrying in line with total trade, particularly to North America, and suffered a reduction in the Australian and Far Eastern trades. At least on some important routes, eg those to North America and Australia, UK ships should have had the capacity to do so, since the tonnage of exports carried by them was appreciably lower than that of imports.

(continued on next page)

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SEA-BORNE TRADE OF UK
continued

TRADE CARRIED BY FOREIGN FLAGS

The proportions by weight and value of UK sea-borne imports and exports carried by the five principal foreign flags are shown in Table 2. These, along with the UK flag, accounted for three-quarters or more of the respective trades. The Liberian, Norwegian and Greek flags each carried an increased proportion of tanker imports in 1971, while only the West German fleet significantly improved its share of dry cargo imports.

In dry cargo export trades West German vessels increased their share substantially, as did Liberian vessels for the less important tanker exports.

BUSINESS MONITOR

For the first time a full analysis of the sea-borne trade of the UK appears in the form of a Business Monitor, M8 in the miscellaneous series entitled 'Nationality of vessels in sea-borne trade'; it gives detailed country and flag tables; average lengths of haul and individual commodity tables and can be obtained from:—

Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, price: 37½p (including postage).

NOTES

Share of United Kingdom ships

Any measure of the share of UK ships is not the same as a measure of the share of the UK shipping industry since the latter would include the contribution of foreign ships chartered by UK shipping companies and exclude UK ships chartered to foreigners (the former being the more important). Moreover some 6 per cent of the tonnage of ships on the UK register in 1971 was owned in other Commonwealth countries (particularly the Bahamas and Bermuda). Further, a full assessment of the industry's share of the carrying trade would need to take into account cargoes carried in the cross-trades as well as in voyages to and from the UK.

Short and deep sea routes

Short and near sea routes comprise those to European countries and to other countries bordering the Mediterranean. Other routes are classed as deep sea routes. A full list of countries comprising the areas identified is shown in Tables 4 and 5 of the Business Monitor.

Previous analyses

The two most recent analyses, for 1969 and 1970, were published in the issues of *Trade and Industry* dated February 10, 1971 and March 2, 1972 respectively.

Further information

Apart from the data contained in the Business Monitor, more detailed information about individual commodities and countries may be obtained, when circumstances permit, from: The Controller, Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL, on payment of a fee to cover the cost of preparing the information.

A full list of notes and definitions can be found in the Business Monitor.

TEXTILES

Production in the cotton industry

THE volume of production in the cotton industry (including processing of man-made continuous filament yarns and finishing) in August 1972 was 3 per cent more than in August 1971.

Statistics issued by the Textile Statistics Bureau show that in the period January-August 1972 the amount of cloth woven was 6 per cent less than in the corresponding period of last year. Production of single yarn fell by 10 per cent and doubled yarn by 17 per cent.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1971 April	5.2	3.4	1.6	1.9	4.1	11.1	9.3
May	6.4	4.0	1.8	2.4	4.3	12.7	11.1
June*	4.8	3.1	1.4	1.7	3.8	11.7	9.7
July	4.8	2.9	3.4		3.3	7.3	7.4
August	5.6	3.7	3.5		3.6	12.0	10.2
September*	4.8	3.2	2.9		3.8	10.8	9.1
October	6.0	4.0	3.8		4.6	12.7	11.2
November	5.9	3.8	3.7		4.7	12.6	11.3
December*	4.5	2.9	2.9		3.9	10.6	9.3
1972 January	5.7	3.6	3.5		**	11.6	10.9
February	4.1	2.4	2.7		**	9.3	8.7
March*	5.1	3.6	3.2		**	11.1	10.2
April	5.4	3.8	3.3		**	11.8	10.6
May	5.7	4.0	3.6		**	12.2	11.1
June*	4.4	3.2	2.8		**	11.6	9.7
July	4.7	3.1	2.8		**	6.9	7.2
August	5.4	3.8	3.2		**	11.3	9.8

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Not available.

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HMSO BOOKS

TEXTILES

Output in the wool textile industry

THE volume of production in the wool textile industry in August 1972 was 12 per cent more than in August 1971.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-August 1972 deliveries of woven fabrics (excluding blankets) were 4 per cent less than in the corresponding period of 1971: deliveries of worsted yarn (excluding semi-worsted yarns) were 9 per cent more. Production of wool and hair tops was 11 per cent more and that of man-made fibre tops 34 per cent more.

OUTPUT IN THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
4th quarter	36.0	16.5	11.2	33.2	23.9	29.6	25.9	9.5
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	27.0	24.8	7.8
2nd quarter	39.3	19.5	11.8	33.7	26.6	30.7	24.7	6.8
1971 January	12.0	5.6	2.8	11.2	7.4	10.2	9.2	3.2
February	11.7	5.6	2.7	11.2	7.6	9.5	8.5	2.9
March	13.7	6.5	2.9	13.1	8.6	10.2	9.7	3.0
April	12.2	5.7	2.7	11.5	7.7	9.9	8.1	2.9
May	13.1	6.1	3.2	11.9	7.9	11.9	8.3	2.1
June	12.1	5.4	2.8	11.5	8.2	11.2	8.1	2.5
July	10.2	5.4	3.0	8.5	7.1	9.9	7.5	2.5
August	8.9	4.1	2.3	8.4	6.3	9.4	6.5	3.0
September	11.3	5.5	3.1	10.3	8.2	10.1	8.5	2.6
October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2
November	12.2	5.6	4.3	11.2	8.6	10.2	9.1	3.2
December	12.0	5.7	3.9	11.2	7.4	9.4	8.5	3.1
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8
March	14.2	7.1	3.9	12.7	8.9	10.1	8.9	2.9
April	11.8	6.1	3.6	10.0	8.0	8.7	7.6	2.3
May	13.8	6.6	4.3	12.0	9.6	11.2	8.6	2.1
June	13.7	6.8	3.9	11.7	9.0	10.8	8.5	2.4
July	11.4	6.6	4.0	8.1	6.9	9.0	7.6	2.2
August	11.1	4.6	3.2	10.7	8.5	10.8	7.4	3.1

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In August deliveries of semi-worsted yarn were 0.9 million kilos.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, October 27, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Pass of Arms	BR/E 36445/29/10/77	28	October 23	Bournes Productions Ltd.	Peter Elford Productions
The Ragman's Daughter	BR/E 36446/29/10/77	27	October 25	Rank Film Distributors Ltd.	Penelope Films Ltd.
Shannon—Portrait of a River	BR/E 36447/29/10/77	27	October 25	Rank Film Distributors Ltd.	Rank Advertising Films Ltd.
To Kill a Clown	BR/E 36448/29/10/77	84	October 25	Twentieth Century-Fox Film Co. Ltd.	Palomar Pictures Ltd.
Movietone News 2264	BR/E 36227/29/10/77	8	October 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2264A	BR/E 36228/29/10/77	7	October 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Hickey & Boggs	F 36441	111	October 23	United Artists Corporation Ltd.	Film Guarantors Inc.
Fuzz	F 36442	93	October 23	United Artists Corporation Ltd.	Filmways Inc.
The Strange Vengeance of Rosalie	F 36443	107	October 23	Twentieth Century-Fox Film Co. Ltd.	Cinecrest Films Productions Inc.
The Candidate	F 36444	110	October 23	Columbia-Warner Distributors Ltd.	Wildwood Ritchie Productions

TEXTILES

Orders and deliveries

In the three months ended August 1972 net new orders received by the textile industry were provisionally estimated to have been 9 per cent more than in the three months ended May 1972; deliveries were 3 per cent more. Orders-on-hand at the end of August were 3 per cent more than at the end of May. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter	117	120	95	110	104	114
4th quarter	126	126	129	120	120	114
1972 1st quarter	132	125	117	110	110	111
2nd quarter	129	123	119 r	120	121	122
1971 April	125	122	112	114	106	102
May	126	123	120	122	119	118
June	126	124	113	113	111	109
July	119	119	76	101	98	115
August	118	120	94	118	99	115
September	117	120	115	110	116	112
October	118	119	129	116	125	117
November	120	118	133	110	127	116
December	126	126	126	135	108	108
1972 January	129	126	121	119	111	118
February	129	125	103	97	104	101
March	132	125	126	114	116	115
April	129	123	110	112	117	120
May	130 r	123	124 r	127 r	123 r	125
June	129	123	123 r	121 r	124	121 r
July p	127	127	104	139	110	125
August p	123	127	98	125	110	126

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30. 1970 (page 587).

Made-up clothing: orders and deliveries

In the three months ended August 1972 net new orders received by the clothing industry were provisionally estimated to have been 6 per cent less than in the three months ended May 1972; deliveries, however, were 1 per cent higher. Order books at the end of August were 1 per cent higher than at the end of May. These comparisons are based on the seasonally adjusted series in the accompanying table.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	116
2nd quarter	184	183	130	123	113	116
3rd quarter	161	176	102	112	115	116
4th quarter	184	184	131	121	118	118
1972 1st quarter	169	179	111	116	119	118
2nd quarter	194	188	131	123	117	118
1971 May	182	183	165	143	116	121
June	184	183	111	109	107	108
July	174	177	94	106	111	116
August	160	173	81	109	104	116
September	161	176	132	121	130	115
October	167	176	143	119	133	119
November	185	180	153	123	124	117
December	184	184	96	123	99	117
1972 January	179	178	102	116	110	124
February	173	178	109	110	118	110
March	169	179	122	121	128	119
April	174	185	131	129	122	120
May	202	197	159	137	113	118
June	194	188	103	101	115	116
July	179	178	93	106	118	123
August p	185	199	118	157	109	121

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NATIONAL FOOD SURVEY

Household food consumption in the second quarter of 1972

THE main results of the National Food Survey in the second quarter of 1972 are summarised in the accompanying tables. The estimates, which were derived from records provided by a sample of 1,839 households throughout Great Britain, are directly comparable with the corresponding results for the previous quarter but not with those for earlier periods because of improvements introduced into the Survey in 1972 (see note below) which result in the averages of expenditure and consumption per person per week in the first two quarters of 1972 being approximately 1½ per cent lower than they otherwise would have been.

NOTE The improvements included a revised method of enumerating the number of persons in the household when some are absent from home for part of the period of the Survey, and the inclusion in the Survey of some households which would formerly have been excluded because *all* household members were obtaining most of their meals away from home. The results printed in Table 1 reflect this discontinuity in series, but the following comments allow for its effects.

Average expenditure on food bought for consumption in the home (excluding sweets and soft drinks) was £2.38 per person per week in the second quarter of 1972, 5p (2 per cent) more than in the previous quarter, the rise being mainly due to seasonal changes in supplies of fresh vegetables and to some recovery in purchases of convenience foods. Compared with a year previously, expenditure rose by 10p (4 per cent) of which 7p was increased spending on convenience foods.

Average consumption of liquid milk was virtually unchanged in the second quarter of 1972 at 4.6 pints per person per week. Consumption of natural cheese fell slightly to 3.2 oz. but purchases of processed cheese remained at 0.3 oz. There was some improvement in butter supplies and this was reflected in lower prices (nearly 2p down at an average of 27.7p per lb.) and high purchases at 4.6 oz. per head per week. There was a corresponding decline in purchases of margarine to 3.8 oz. Consumption of eggs, at 4.5 eggs per person per week, was unchanged from the previous quarter but slightly lower than a year before; prices averaged 21p per dozen compared with 22½p in the previous quarter and 24½p in the second quarter of 1971. Purchases of sugar fell compared with the first quarter of 1972 but were at about the same level as a year earlier; the consumption of preserves followed a similar pattern.

TABLE 1. ESTIMATES OF AVERAGE HOUSEHOLD FOOD CONSUMPTION

oz. per person per week (a)

	Year 1970(b)	Year 1971(b)	2nd quarter 1971(b)	1st quarter 1972	2nd quarter 1972
	£	£	£	£	£
Total Household Food Expenditure	2.11	2.31	2.32	2.33	2.38
Liquid milk (pints)	4.63	4.74	4.72	4.56	4.61
Other milk (eq. pints)	0.41	0.38	0.39	0.42	0.38
Cheese	3.59	3.63	3.78	3.62	3.49
Butter	5.99	5.53	5.55	4.48	4.61
Margarine	2.86	3.15	3.03	3.90	3.75
Lard and compound cooking fats	2.21	1.98	1.85	2.03	1.86
Eggs: purchases (number)	4.44	4.37	4.41	4.29	4.28
consumption (number)	4.66	4.55	4.59	4.50	4.48
Preserves	2.57	2.71	2.50	2.84	2.47
Sugar	16.94	15.80	15.19	15.56	15.00
Beef and veal	7.80	7.96	7.51	7.59	6.51
Mutton and lamb	5.25	5.41	5.31	4.87	5.11
Pork	2.83	3.04	3.11	3.21	3.20
Bacon and ham, uncooked	5.32	5.12	5.06	4.96	4.62
Bacon and ham, cooked (including canned)	0.94	0.92	0.96	0.75	0.99
Poultry and cooked chicken	5.06	4.92	5.30	5.83	5.32
Other cooked meat (not canned)	0.67	0.68	0.76	0.61	0.68
Other canned meat	2.69	2.24	2.17	2.21	2.40
Offals	1.32	1.29	1.18	1.33	1.15
Sausages, uncooked	3.74	3.69	3.65	3.68	3.46
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	0.77	0.71	0.72	0.71	0.68
all others (not quick-frozen)	2.33	2.20	2.02	2.38	2.28
Fish, fresh and processed	3.67	3.61	3.53	3.35	3.49
Canned fish	0.69	0.63	0.70	0.59	0.67
Fish and fish products, quick-frozen	0.99	0.91	0.87	1.04	1.02
Fresh green vegetables	13.12	13.39	12.57	11.21	11.97
Tomatoes, fresh	4.00	3.99	4.40	1.95	3.84
Other fresh vegetables	9.95	10.57	8.18	11.17	8.16
Quick-frozen vegetables	1.74	1.85	2.08	2.05	2.30
Canned tomatoes	0.82	0.85	0.89	1.12	1.13
Canned peas	3.20	2.84	2.98	2.90	3.19
Canned beans	3.86	3.60	3.41	3.71	3.89
Potatoes (excluding processed):					
purchases	48.24	45.65	43.01	47.98	41.59
consumption	51.84	49.18	44.40	51.26	43.60
Citrus fruit	5.01	5.59	7.03	6.04	5.63
Bananas	2.99	3.12	3.16	2.57	3.12
Apples	7.32	7.80	6.87	7.26	6.51
All other fresh fruit	3.82	3.56	2.81	1.66	2.62
Canned fruit	4.61	4.48	4.72	4.01	4.42
Dried fruit, nuts and fruit and nut products	1.17	1.28	0.86	0.96	1.00
Flour	5.68	5.86	5.16	5.51	5.14
White bread	32.23	29.87	30.26	29.09	29.12
Brown, wholewheat and wholemeal bread	2.92	3.07	3.30	2.93	2.83
Other bread	2.96	2.82	2.90	2.72	2.91
Buns, scones and teacakes	1.21	1.42	1.46	1.65	1.11
Cakes and pastries	4.47	4.04	4.11	3.55	4.00
Chocolate biscuits	0.98	1.00	1.06	1.01	1.05
Other biscuits	4.78	4.80	4.88	4.28	4.64
Breakfast cereals	2.74	2.68	2.74	2.49	2.96
Oatmeal and oat products	0.50	0.53	0.45	0.86	0.50
Canned milk puddings	1.69	1.68	1.68	1.57	1.58
Tea	2.59	2.39	2.38	2.26	2.18
Instant coffee	0.42	0.44	0.42	0.46	0.45
Canned soups	3.54	3.09	2.38	3.72	2.94
Pickles and sauces	1.55	1.51	1.61	1.50	1.66

Source: Ministry of Agriculture, Fisheries and Food
(a) Except where otherwise stated.
(b) Figures for this quarter are not directly comparable with those for periods—see first paragraph of text.

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NATIONAL FOOD SURVEY
continued

Lower supplies of carcase meat were reflected in a decline in household purchases to 14.8 oz. per person per week. Within this total, supplies of beef and lamb were both lower but increased supplies of pork partly compensated for this. There were small decreases in the consumption of poultry, bacon, offals and certain meat products but these were partly offset by increased purchases of canned and cooked meats and some quick-frozen meat products. Consumption of fish increased from 5.0 oz. per person per week to 5.2 oz., increases for cooked fish and canned fish more than offsetting decreases for herrings and fresh white fish.

Consumption of fresh green vegetables and of fresh tomatoes rose seasonally to 12.0 oz. and 3.8 oz. respectively but continued a little lower than last year, partly owing to the lateness of the season. Consumption of other fresh vegetables declined seasonally to about the previous year's level of 8.2 oz. Purchases of canned peas and beans continued their recovery, rising to 3.2 oz. and 3.9 oz. per person per week, respectively; increases were also recorded for canned tomatoes, canned potatoes and other canned vegetables, while purchases of quick-frozen vegetables reached a new peak at 2.3 oz. per person per week. Compared with the second quarter of 1971, consumption and prices of old potatoes were almost unchanged, but new potatoes were a little dearer owing to the late season and consumption was slightly lower. Consumption of fresh fruit rose slightly to 17.9 oz. per person per week but continued at an appreciably lower level than a year earlier mainly because of a decrease in purchases of citrus fruits. Consumption of canned fruit rose to 4.4 oz. and that of fruit juices to 0.9 fluid oz., while purchases of dried fruit were fully maintained in the second quarter and at a higher level than a year before.

Average purchases of bread showed no significant change between the first and second quarters of 1972, but continued to be below the previous year's level. There were small decreases over the year in purchases of biscuits and flour confectionery but increases for breakfast cereals. Purchases of tea and of instant coffee both declined slightly compared with the first quarter of 1972, but consumption of coffee was higher than a year earlier.

In Table 2, the method of presentation of the nutrients in the national average diet has been brought closer to that of the food groups shown in Table 1 to emphasise seasonal variations in nutrient intake. A four-quarter moving average has, however, been retained to facilitate comparison with previous results in this series. The relatively small sample of families with four or more children (which are considered to be most at risk, nutritionally) precludes the use of results from single quarters, but a moving average of the April-June quarters in 1970, 1971 and 1972 has now been included.

The changes introduced in 1972 to the number of persons defined as being in the household had an insignificant effect on the calculations of the nutritional adequacy of the diets. There was, however, a discontinuity between 1971 and 1972 in the values for thiamin and riboflavin resulting from a routine revision of nutrient conversion factors. This reflects increased contents of these vitamins in breakfast cereals and a slight increase in the thiamin content of white bread; the changes also influence the moving averages for these two nutrients.

Table 2 shows that the energy and nutrient content of the national average diet and the diet in larger families continued to remain steady. They were also well above the recommended intakes, except for vitamin D and, in families with four or more children, for energy. A seasonal variation in vitamin C intake is apparent: in the second quarter it was higher than in the first quarter but still below previously yearly averages. The increase in the national average intake of vitamin D in 1972 was partly attributable to increased purchases of margarine.

TABLE 2. ENERGY VALUE AND NUTRIENT CONTENT OF THE HOUSEHOLD DIET AS A PERCENTAGE OF RECOMMENDED INTAKES(a)

	National averages						Families with four or more children			
	Year 1970	Year 1971	2nd quarter 1971	1st quarter 1972	2nd quarter 1972	Moving averages year ended April-June 1972	Year 1970	Year 1971	Averages of the April-June quarters in the three most recent years	Moving averages year ended April-June 1972
Energy	111	107	105	105	104	106	100	97	95	97
Protein	128	124	123	125	124	124	114	110	110	111
Calcium	194	193	193	188	188	190	164	163	162	159
Iron	124	122	119	122	120	122	110	104	105	106
Thiamin	124	124	123	135	137	130	118	116	122	126
Riboflavin	130	128	126	145	148	137	131	126	138	141
Nicotinic acid equivalent	194	190	186	193	191	191	182	174	178	179
Vitamin C	184	186	179	154	178	184	164	160	150	157
Vitamin A (Retinol equivalent)	200	197	193	198	188	195	190	188	178	179
Vitamin D (b)	84	85	83	90	88	88	58	64	64	65

(a) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom* Reports on Public Health and Medical Subjects, No. 120, HMSO, 1969.
(b) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults need no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

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HMSO BOOKS

MOTOR INDUSTRY

Vehicle production in September and the third quarter 1972

OVERALL production of motor vehicles in the third quarter of this year showed little change, in seasonally adjusted terms, from the level of output achieved in the second quarter. Output of passenger cars in July-September showed a modest increase compared with the second quarter, reflecting a further rise in production for the home market, but there was a slight fall in production for export, and output of commercial vehicles was lower for both home and overseas markets.

Cars

As last year, production in the five weeks ending September 30 was affected for many car factories by the third week of annual works holidays falling within the period. This resulted in a comparatively low figure of recorded production of 35,200 cars per week, which represents an increase of 10 per cent on September 1971.

A comparison of car production in the nine months ending September with the figures for the same period of last year shows that the average weekly recorded rate of output for this year at 35,600 was 10 per cent higher than in 1971. Production for the home market increased by 31 per cent but production for export was 18 per cent lower.

In the third quarter seasonally adjusted car production (see Table 2) was 2 per cent higher than in the second quarter, a 5 per cent increase in production for the home market being partly offset by a 5 per cent fall in production for export.

Commercial vehicles

In the five weeks of September 1972 the average weekly rate of production of commercial vehicles was 7,300; this was 12 per cent lower than the average rate in September 1971. Production for both home and export markets was lower than a year earlier.

Output this year has been affected by the restrained level of vehicle investment by British industry and by a phase of declining demand in our major export markets. In the first nine months of this year the rate of production has averaged 7,350 vehicles a week, a

(continued on next page)

TABLE 1. RECORDED PRODUCTION

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52								
1971 1st quarter	13	229,549	202,868	432,417	33,263	61,362	48,325	109,687	8,437
2nd quarter	13	262,133	207,999	470,132	36,164	78,247	55,252	133,499	10,269
3rd quarter	13	220,983	142,875	363,858	27,989	56,696	40,362	97,058	7,466
4th quarter	13	314,797	160,736	475,533	36,579	71,973	43,989	115,962	8,920
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	92,270	7,328
2nd quarter	13	346,472	167,594	514,066	39,544	71,914	39,573	111,487	8,576
3rd quarter	13	277,386	118,992	396,378	30,491	53,114	27,161	80,275	6,175
4th quarter	13								
1971 January	4	88,238	67,956	156,194	39,048	24,143	18,882	43,025	10,756
February	4	67,660	66,545	134,205	33,551	17,975	13,999	31,974	7,994
March	5	73,651	68,367	142,018	28,403	19,244	15,444	34,688	6,938
April	4	73,283	64,880	138,163	34,541	22,147	17,018	39,165	9,791
May	4	88,407	67,827	156,234	39,059	26,295	18,499	44,794	11,199
June	5	100,443	75,292	175,735	35,147	29,805	19,735	49,540	9,908
July	4	51,379	34,364	85,743	21,436	15,864	11,623	27,487	6,872
August	4	69,418	49,437	118,855	29,714	15,927	12,359	28,286	7,072
September	5	100,186	59,074	159,260	31,852	24,905	16,380	41,285	8,257
October	4	98,468	52,145	150,613	37,653	23,382	14,461	37,843	9,461
November	4	95,276	50,140	145,416	36,354	23,010	14,220	37,230	9,308
December	5	121,053	58,451	179,504	35,900	25,581	15,308	40,889	8,178
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4	92,248	52,839	145,087	36,272	20,258	11,469	31,727	7,932
May	4	116,373	55,935	172,308	43,077	24,726	13,843	38,569	9,642
June	5	137,851	58,820	196,671	39,334	26,930	14,261	41,191	8,238
July	4	70,488	31,412	101,900	25,475	14,628	7,364	21,992	5,498
August	4	85,880	32,751	118,631	29,658	15,019	6,873	21,892	5,473
September	5	121,018	54,829	175,847	35,169	23,467	12,924	36,391	7,278
October	4								
November	4								
December	5								

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VEHICLE PRODUCTION

continued

decrease of 16 per cent on the rate for the same period of 1971; production for the home market has declined a little by 4 per cent, but for the export markets output has fallen by 32 per cent.

In seasonally adjusted terms, commercial vehicle production in the third quarter of this year was 6 per cent lower than the rate in the second quarter (3 per cent lower than for the home market and 11 per cent lower in output for export).

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972						
1971 1st quarter	70	62	132	19.0	14.7	33.7
2nd quarter	80	63	143	24.0	17.2	41.2
3rd quarter	87	58	145	22.7	16.5	39.2
4th quarter	104	56	160	23.7	14.3	38.0
1972 1st quarter	95	50	145	19.7	9.5	29.2
2nd quarter	106	51	157	22.2	12.4	34.6
3rd quarter	111	48	159	21.4	11.0	32.4
4th quarter						
1971 July	80	51	131	24.1	16.2	40.3
August	92	66	158	22.4	18.1	40.5
September	91	57	148	21.5	15.3	36.8
October	99	57	156	23.6	14.8	38.4
November	100	53	153	23.5	13.9	37.4
December	115	57	172	24.1	14.1	38.2
1972 January	91	50	141	20.9	9.4	30.3
February	83	44	127	17.2	7.9	25.1
March	111	56	167	21.1	11.2	32.3
April	95	51	146	20.8	11.8	32.6
May	112	53	165	24.0	13.4	37.4
June	112	47	159	21.7	11.8	33.5
July	110	47	157	22.5	10.4	32.9
August	114	44	158	21.3	10.3	31.6
September	110	53	163	20.4	12.2	32.6
October						
November						
December						
Average of:						
April-June	106	51	157	22.2	12.4	34.6
July-Sept. 1972	111	48	159	21.4	11.0	32.4
Percentage change	+5	−5	+2	−3	−11	−6

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

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Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

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civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	Sept 21 1972
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quarterly figures (Q)	Sept 21 1972
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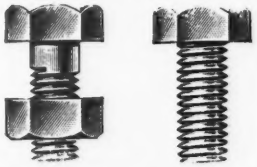

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